

Chemist & Druggist

Benn »

JANUARY 10 1976 THE NEWSWEEKLY FOR PHARMACY



The greatest step backwards in toothpaste technology*-Euthymol Original

Profitable news about an old favourite. We've given 1976 Euthymol a 1936 face lift with a pretty original package of new designs and special offers.

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You profit from attractive extra bonus deals until March in addition to the normal high profit margins on Euthymol.

And its all put together in beautiful new packs, display dispensers and campaigns in Radio Times and Reader's Digest.

You'll love our old fashioned ideas on toothpaste marketing!



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Unichem
sales up
50 per cent

The 'rep'
and the GP

New Year
honours

PET: a new
idea for
efficiency

aronde

Cleansing Milk

**goes
national for
big, big sales**

**Millions of women will
"read all about it"**

Aronde advertisements will be seen by 7,607,000 women in the big, National News of the World. 12,548,000 fashion conscious women will be reading about Aronde products in Vogue, Woman and Home, Woman's Weekly Libraries, and Woman's Weekly. Multiply all these by the number of insertions, and it all adds up to a staggering number of chances to see this big, influential campaign for Aronde. That means bigger, better sales for you! So don't be caught out — stock up now, and be ready to meet the demand.

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Sherbourne Avenue, Binstead,
Ryde, Isle of Wight.
Tel: Ryde 3761



Please send a Representative to tell me more about Aronde, and Aronde special offers.

NAME

COMPANY

ADDRESS

CD/1/CM

Chemist & Druggist

The newsweekly for pharmacy

10 January 1976 Vol. 205 No. 4997

117th year of publication

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Comment

Price restraint

"Many retailers must be wondering exactly what is going on" says a statement issued last week by the Retail Consortium, the organisation that brings together the viewpoints of retailing interests from Co-ops and multiples to independents and mail-order and represents them to "the highest levels", including Government. The statement (or understatement) was prompted by Press reports about the Department of Prices' latest proposed voluntary restraints on prices suggesting that agreement was imminent between Government, the Confederation of British Industry and the Retail Consortium.

The implication was denied, says the Consortium, which adds that intensive discussions have been taking place at staff level but which it had been asked to treat as confidential. However, the main issues from the retailer's point of view have now been disclosed.

The first is whether retailers' margins really are showing any indication of improvement, which the Secretary of State had promised would be a pre-condition to the scheme's introduction. Presumably that hurdle has been overcome, since there are predictions that the scheme will begin next month—though it is doubtful whether independent chemists' margins can be improving when sales are failing to keep pace with inflation.

The second issue is the nature of the price restraints or undertakings which retailers would be asked to accept and whether they could in practice do any more than "pass on" manufacturers' price restraint. Certainly the independent has little room for manoeuvre on his own account, and it seems likely that manufacturers' "restraint" on better-selling basic lines will make keeping overall gross margins ahead of costs a difficult exercise in itself.

The third issue is the starting date of the scheme, bearing in mind the length of the pipeline between manufacturers and retailers. It has been suggested that only two weeks may elapse between the start for manufacturers and the start for distributors—that might be justifiable for rapid turnover perishable foods, but certainly not in most other trades. Unfortunately for the retailer, the consumer will be impatient once the agreement is ratified (as will the Government for political reasons), which leads to the last issue: the way the scheme would be publicised. There is certain to be a consumer campaign, if only so the Government can prove its efforts to hold prices down, and a logo is being suggested for retailers to use in their shops.

The Retail Consortium has a further meeting arranged with the Department next week and in the present economic climate, retailers must be seen to be pulling their weight in keeping prices down. But the efforts are political rather than real: if the sanitary protection and major toiletries items forecast as being among the candidates for restraint are held in price, some other essential chemists' merchandise must be made that much more expensive—it is an illusion to believe that the cost increases can all be loaded on to non-essential items.

In the final analysis, the consumer will gain little or nothing while the retailer and manufacturer will be put to expense and trouble—or worse.

ABPI survey finds doctors value representatives

A survey carried out by the Association of the British Pharmaceutical Industry has shown that 79 per cent of doctors consider that medical representatives provide the most effective two-way communication between the doctor and manufacturers of the drugs they prescribe.

In a more specific assessment of the value of representatives the survey revealed that: 8 per cent of doctors classified them as "invaluable", 44 per cent said their value was "considerable" and 35 per cent felt they were of "some value". Some 86 per cent of general practitioners who see representatives consider them to be "adequately trained" and from eleven different means of communication, representatives were rated by 33 per cent of doctors as the most important source of information about new products. In this context, representatives had a big lead over the next two most highly rated sources—medical journals (17 per cent) and consultant recommendation (16 per cent). The pharmacist was not included in the list of communication methods.

Asked in a previous survey to express their agreement or disagreement with the statement "all representatives need to be pharmaceutically qualified", only 50 per cent of general practitioners agreed. However, in the ABPI attitude survey a much higher proportion—more than three out of four—agreed that "all representatives should have a basic scientific qualification." The survey comments: "Clearly there is a wide acceptance of the suggestion that some kind of scientific qualification is desirable in a representative, but this need by no means be confined to a pharmaceutical qualification."

The survey also revealed that a majority of doctors see representatives as a "channel of communication" rather than performing a purely sales function. This is borne out by the fact that 64 per cent of the doctors interviewed stated they had reported an adverse reaction to a representative. Other findings are:

☐ The doctor receives, on average, just under two visits from a representative a week.

☐ Some 95 per cent of meetings take place at the doctor's surgery—the majority by appointment.

☐ For the last representative seen, 85 per cent considered him "well informed" and only 2 per cent "not well informed". About 72 per cent thought he gave an "accurate description" and only 4 per cent thought it "distorted".

Other views

Writing in the December 1975 issue of *Hospital Life*, Mr Roy Bickler, pharmacist, New Sussex Hospital, Brighton, says that far too many "reps" call on doctors who do not have enough time to see them.

He suggests that a better system would be for an independent body, set up by the Government or by drug companies, to provide information on drugs. A special team of "reps" could then make regular calls and offer an "unbiased" view. In the same feature, entitled "What I want in 1976", Mr Edmund Teesdale, director, ABPI, calls for "less Government meddling and interference" in the pharmaceutical industry, an industry which is still relatively successful.

Also Dr V. F. Standing, Drug Information Centre, St James's Hospital, Leeds, writing in last week's *Lancet*, points out the hospital pharmacist's potential role in advising about drugs. Modifications in salary and career structure had enabled hospitals to recruit a new type of graduate to key posts. "No longer is the service forced to take the less academically qualified pharmacist; indeed the situation is reversed" Many hospital pharmacists had masters or PhD degrees, and could provide information on the clinical pharmacological aspects of a wide range of medical conditions and specific advice on interactions between drugs and disease states.

Many pharmacies damaged by bad weather

The Chemists' Mutual Insurance Co Ltd is this week facing up to many claims by pharmacies following the storms and gales of last weekend.

Mr B. M. L. Gandar, assistant secretary, CMI, told *C&D* on Tuesday that the company had received about 80 claims then, within only two days of the bad weather. Most of the claims—one is for £5,000—have come from the Midlands and North of England, and are for such damage as flooding, windows smashed and roofs blown off. Mr Gandar added that it would cost "a considerable amount of money" to meet the claims.

Dental products companies organise 'health' campaign

Colgate-Palmolive Ltd and Knox Laboratories—makers of Oral-B—have together organised a "National dental health action campaign".

Launched on Monday, the campaign is designed to focus attention throughout 1976 on the low level of dental health in the UK and on how it can be improved. Mr S. M. Ford, chairman and managing director, Colgate-Palmolive, says: "We want to change people's attitudes about their teeth." He adds that over £200m a year is spent on dental treatment; effective dental care would not only give the

individual better health, but would be of financial benefit to the nation.

Although planned as a continuing campaign, much effort and action will be concentrated into a proposed National Dental Health Action Week—May 17-21. There is to be a series of symposia for dentists in London, Bristol, Birmingham, Leeds and Glasgow, organised with the advice and assistance of the British Dental Association. For parents and children a comprehensive educational programme is planned with a national schools project on the importance of dental health. Additionally, there will be a national "make a poster" competition for school children. Entertainment stars are to be featured to create popular interest around aspects of the overall campaign.

The campaign's two main objectives, according to Mr Mike Foster, marketing manager, Colgate-Palmolive, are to encourage people to clean their teeth and gums thoroughly and effectively, and to urge people of all ages to visit their dentist regularly. "We believe that such non-controversial good advice can play a great part in the future of dental health in this country . . . Preventive dentistry has a place in the home as well as the dentist's surgery", he adds.

☐ A report from the Royal College of Physicians published on Tuesday favours fluoridation of water supplies.

1976 employment prospects 'more encouraging'

Employment prospects in pharmaceutical and cosmetics firms are now more encouraging than at this time last year, reports a survey for the first quarter of 1976 published on Monday by the Manpower world-wide service group.

The survey reveals that 13.5 per cent of such companies expect to recruit—more than the national average (9.8 per cent) and also up on 1975 (8.9 per cent)—although marginally fewer than in the last quarter of 1975 (15.9 per cent). Fewer firms plan staff cutbacks—8.7 per cent against 12.2 per cent last quarter, and 10.7 per cent last year.

In chemical manufacturing, 13.6 per cent of employers foresee staff intakes, against 10.4 per cent previously, and cutbacks are expected by only 10.9 per cent of companies, against 12 per cent previously.

Fruzemide tablets 40mg

The Central NHS (Chemist Contractors) Committee advises that because of a temporary shortage of Dryptal 40mg tablets the Department of Health has agreed that, for January 1976 prescriptions, where a chemist contractor dispenses Lasix 40mg tablets against an open order for frusemide 40mg tablets, and endorses the form FP 10 accordingly, payment will be certified for the Lasix tablets supplied.

Edecrin injection recall

Merck Sharp & Dohme Ltd, Hertford Road, Hoddesdon, Herts EN11 9BU, request that, because of possible loss of potency in some batches, all stocks of Edecrin injection should be returned to them immediately.

Unichem show a 50 per cent jump in annual sales

Unichem report a massive 50 per cent leap in annual sales from £23.5m. in 1974 to around £35.5m. in 1975. Even after allowing for a high rate of inflation this represents a jump in real terms of some 30 per cent to continue the organisation's outstanding growth record in the 1970s.

Announcing these preliminary figures at the organisation's recent annual sales conference, managing director Peter Dodd said: "This further substantial advance has been achieved despite the general trading difficulties in 1975, and I anticipate it will be accompanied by a significant advance in pre-rebate profits. The increase in turnover has enabled us to bear the viscous cost inflation to which we have been subjected and, at the same time, gives our members an even better rebate as a continuing incentive to place even more business through Unichem."

Looking to the future he said that the continuing uncertainty in the national economic climate made forecasting in any industry well-nigh impossible. He went on: "What is, however, quite certain is that 1976 will be a year of trials and tribulations for us and our customers. It is more important than ever before that we give our customers as high a standard of service as possible and that they, in turn, support us to the maximum."

Mr Dodd said that the enthusiastic response from customers justified the cost and effort in the development of the warehouse on line facilities (WOLF) system. As it is extended to all eleven branches across the country by mid 1976, WOLF is expected to contribute considerably to the efficiency and trading performance of the whole organisation.

Toilet preparations sales down sharply

Sales of toilet preparations declined sharply in the second quarter of last year—perhaps in response to a decline in consumer demand—but sales of soaps and pharmaceuticals were broadly unchanged.

This analysis is given in last week's *Trade and Industry* which surveyed activity in the chemicals industry. The article found that the volume of sales of chemicals as a whole fell sharply in the second quarter, but there was some evidence that the decline in output—from a peak in the third quarter of 1974—might have ended in the third quarter of 1975. "This recovery could, however, merely signify that destocking has come to an end. It seems unlikely that there will be a substantial recovery later in the year and there is general agreement that output in 1975 as a whole may be down by about 10 per cent on 1974."

Employment in the industry in the third

quarter, although showing a slight rise between June and September, was some 14,000 below that of September 1974. The article adds: "It seems very likely that the trend in employment has continued downwards with possibly the toilet preparation industry showing the largest percentage decline." Tables show the number of employees in the toiletries industry dropped from 26,200 in March to 23,600 in September, the numbers in the pharmaceutical chemicals and preparations industry dropping during the same period from 77,600 to 75,400.

Sales of pharmaceutical chemicals and preparations were 0.8 per cent up in the second quarter of 1975, compared to the same period in 1974; imports in the first three quarters were £80m (£80.5m), but exports rose to £260.6m (£206.7m). Corresponding figures for toilet preparations are sales up 1.5 per cent, imports £19m (£16.2m), exports £42.6m (£34.2m).

Which? says 'be sceptical about moisturiser claims'

Treat with scepticism any claims that moisturisers "feed" or "nourish" the skin, recommends January *Which?* All moisturisers will help soften and smooth the surface but "the skin is nourished through the blood".

When 90 brands were tested, *Which?* found users were just as likely to prefer the low cost ones as the more expensive. A table is published with the cheapest brands at the top and readers are recommended to start there and work down until "you find one whose scent and feel suits you". Top of the list is Boots baby lotion, followed by Aronde Strawberry, Boots 365 skin cream, Astral skin cream,

Johnson's baby lotion, Nivea liquid and Outdoor Girl.

The water content of each is given and testers found that the "less watery" the moisturiser, the more difficult it was to apply. *Which?* also say that there is no point in rubbing vitamins into the skin and that collagen in a moisturiser will not affect the skin's natural collagen but may act as a humectant. A formula for a home-made moisturiser containing almond oil and beeswax is given but is not recommended as "good value for money".

Once again, *Which?* complains that manufacturers do not all use the same units for labelling of contents.

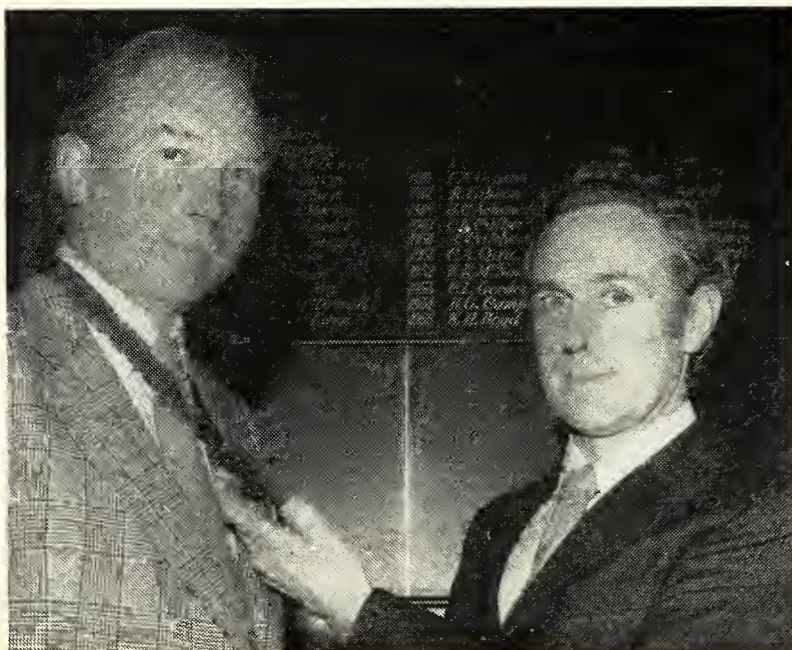
OFT announces plans for credit licensing

The Office of Fair Trading on Wednesday announced details of its plans for licensing many thousands of businesses under the Consumer Credit Act.

The Act, which introduces similar rules governing all forms of credit, also covers hiring agreements. Among the groups who will need to apply for licences are retailers who allow credit or introduce their customers to finance houses providing credit under hire purchase agreements. The OFT have planned a national Press advertising campaign to inform business about the need to apply for licences, and a free booklet "Do you need a licence?" is to be available from OFT to help retailers decide if they need a licence—which costs £45 for a single category and lasts three years. Applicants will have to satisfy the OFT's director general that they are fit persons to engage in credit activities and that the name under which they operate is neither misleading nor undesirable.

Counterbalance 'winding up'

Counterbalance Ltd is to hold a meeting on January 25 to discuss the winding up of the association. The meeting will be at the Aubrey Park Hotel, Hempstead Road, Redbourn, Herts, at 3 pm, and on the agenda is a resolution that "Counterbalance be wound up and its business terminated." A letter to members recommends that they join the general practice section of ASTMS.



Mr D. Corbett (right), outgoing president of the Ulster Chemists Association, invests his successor, Mr R. G. Dillon, with his chain of office

Long-serving pharmaceutical personalities honoured

The pharmacist secretary of the British Pharmaceutical Commission, a long serving lady official of the Pharmaceutical Society and the chairman of the Proprietary Association of Great Britain were named in the New Year Honours List last week.

Mr G. R. Kitteringham, FPS, is to be awarded the OBE. He joined the British Pharmacopoeia Commission in 1950 after a period with the Pharmaceutical Society's publications department. During his 25 years with the Commission, he was at first assistant secretary and then secretary following the retirement of Mr T. C. Denston, FPS, in 1967. In 1970 the Commission was transferred from the General Medical Council to the Department of Health, and Mr Kitteringham's civil service grade is senior principal scientific officer.

Miss Winifred Mainwaring, the Society's records supervisor, is to receive the MBE. She has completed 50 years with the Society, having joined the staff in 1924. During the second world war she was evacuated to Mayfield, Derbyshire, where she maintained the Society's register for the duration.

Boots and PAGB

Mr Stanley Day, made an OBE, has been chairman of the PAGB for the past 15 years, and a member of its executive committee for 25 years. His business career with Boots Co Ltd, which he joined in 1919, was interrupted only by war service. He was appointed head of the company's

Miss Winifred Mainwaring



Mr Stanley Day

proprietary medical buying office in 1950, a director of Boots Cash Chemists (Northern) Ltd in 1961 and retired from business in 1965.

One of Mr Day's major interests has been the improvement of standards for the labelling and advertising of medicines, and he is chairman of the PAGB's code of standard's committee. He served as a member and later chairman of the British Code of Standards Committee responsible for the drafting and implementation of a code governing medicines advertising to the public; in 1958 he was appointed, and still serves as, a member of the British Code of Advertising Practice Committee, and he assumed chairmanship of its health and nutrition subcommittee at its formation in 1973. In 1963 he was invited to serve on the Advertising Advisory Committee of the Independent Broadcasting Authority.

Other awards

Other awards include:—Baron: Sir Frank Schon, chairman, National Research Development Corporation. Knights Bachelor: A. S. V. Burgen, director, National Institute for Medical Research, Mill Hill, London; R. P. Dobson, chairman, British-American Tobacco Co; Dr A. W. Morrison, vice-chancellor, Bristol University, who chaired the Committee of Inquiry into the Regulation of the Medical Profession (C&D, April 26, 1975, p542); S. Stevenson, chairman, Greater Glasgow Health Board; G. E. W. Wolstenholme, director, CIBA Foundation.

CBE: Professor E. S. Anderson, director, Enteric Reference Laboratory, Public Health Laboratory Service; W. Bennett, chairman, Lancashire Area Health Authority; F. M. Cumberlege, chairman, City and East London Area Health Authority; Professor C. S. G. Grunsell, chairman, Veterinary Products Committee; G. J.

Strowger, managing director, Thorn Electrical Industries Ltd; Mr J. H. Townsend, director, ICI Ltd, and president, Council of the European Chemical Manufacturers Federations.

OBE: L. R. Lorimer, area administrator, Bradford Area Health Authority; N. W. McCaw, member, Wessex Regional Health Authority; R. A. B. Thomas, vice-chairman, Staffordshire Area Health Authority.

MBE: E. V. Flowers, divisional safety advisor, Bush Boake Allen; E. B. Jones, director, Manchester Testing House and Laboratories; N. K. Stoller, group managing director, Seton Group.

Personal fee doubles—but no change in premises fee

The Pharmaceutical Society has announced that the full personal retention fee is to double to £28, while there is to be no increase in the premises fee for the time being.

The Privy Council approved the personal fees rise last month, and the new less, which apply from January 1, 1976, are as follows:

Full fee	£28
Part-time	£16
Age 65-69	£16
Age 70 and over	£2 (no change)
Overseas	£8
Registration	£28 (half year £14)
Restoration	£10

On the premises fee, which the Society had hoped to increase by 150 per cent, the Department of Health told the Society in November it was unable to approve the proposal, and asked that a new one be submitted. The Society then proposed that the fee be doubled to £16, rather than the £20 it had originally wanted. Although under consideration by the Department, the Society understood that even if approved, it would not be possible to bring increased fees into operation by January 1, 1976.

A leading article in the Society's journal last week puts the loss of revenue at something like £80,000, but argues that it is not disastrous if the Government's anti-inflation measures succeed—and thus reduce the Society's expenditure—and if an increase in the premises fee is allowed during the year, so that new premises would continue to contribute more to the Society's revenue. The article also attacks the Department for being "dilatatory" on the matter.

More tranquilliser scripts

The Department of Health has sent a note to all doctors working in the National Health Service drawing attention to the steep increase in the number of prescriptions for tranquillisers over the past 10 years.

Between 1964 and 1974 the number of such prescriptions dispensed in England and Wales more than doubled—from nine million to 21.5m. Doctors were informed that the total cost of tranquillisers dispensed in England and Wales came to £11.100m in 1974. The drugs included under tranquillisers are the phenothiazines, benzodiazepines and the meprobamates.



SPU advises merger with ASTMS section

The Council of the Salaried Pharmacists' Union is to recommend to its members a merger with the general practice pharmacy section of the Association of Scientific, Technical and Managerial Staffs. A statement issued by the SPU this week added that the merger recommendation is being made "in view of the desire today for unity and to make full use" of research and other resources.

The Salaried Pharmacists Union was set up in 1964 by the merger of the Registered Pharmacists Union and the National Association of Salaried Pharmacists; ASTMS announced last November (*C&D*, November 22, 1975, p710) that it was to set up a general practice pharmacy section.

With regret, *C&D* records the death, on December 31, of the SPU general secretary, Dr D. J. Gibson (see opposite).

Birmingham 'drugs misuse case': further remand

The head of the drug addiction unit at All Saints Hospital, Birmingham, and a pharmacist made a further appearance in court last week accused of offences concerning drugs misuse.

Dr John Owens and Patrick Thomas Lucas, MPS, both of Sutton Coldfield, were further remanded until February 13 by the Birmingham Stipendiary Magistrate. They were each allowed bail of £5,000 with a surety of £5,000. Dr Owens faces a total of 14 charges and Mr Lucas six; they first appeared in court in October (*C&D*, November 8, 1975, p641).

'That's Life' investigates a business opportunity

A business opportunities advertisement in the *Daily Express* invited people to "make up to £80 weekly" in their spare time—but three who followed up the offer, involving selling a range of cosmetics and perfumes to retail stockists, have been unable to recover their investment, according to a "That's Life" investigation shown on BBC1 on Sunday.

The range concerned was Mechant, but the distributors found themselves unable to sell stock to retailers because it was not being advertised. Although the *Express* advertisement had stated that the cash requirement was "fully secured by a repurchase agreement", the three people mentioned in the programme had so far been unable to recover their money—sums of £750, £708 and £2,000.

Four companies were mentioned, each involved in name changes using the title

Mr Okan Atay of Ankara with Mr R. C. I. Bate, Mr W. J. Leslie and Mr R. E. King (see story below right)



"House of Caracalla Ltd". The receiver for the former company using that title told "That's Life" that he had had some 120 creditors who had each invested up to £1,000—but higher on the list than these creditors was a new House of Caracalla Ltd, which had the same chairman as the previous company.

"That's Life" advised those contemplating making similar investments in business opportunities to ask for the names of one or two customers who were doing well!

Bio-strath shown to protect rats against infection

There may be some unidentified factors in certain vitamin-rich foods, such as liver and yeast, which increase the resistance of animals to a variety of stresses.

Researchers at North East London Polytechnic have investigated methods of improving the body's defence mechanisms using rats subjected to the stress of experimental infections. Dr George Leslie, now at Smith, Kline & French Ltd toxicology department, told *C&D* that Bio-strath elixir, a standardised preparation of plasmolysed *Candida utilis* yeast with malt extract, orange juice and honey, has been shown to prolong the survival time of mice infected with various pathogens.

Bio-strath gave protection against a respiratory tract infection with *Pseudomonas aeruginosa* and peritoneal infections with *Staphylococcus aureus*, *Escherichia coli* or *Proteus vulgaris*, but not against an enteric infection with *Salmonella typhimurium*. Neither a proprietary synthetic multivitamin preparation nor a solution of sugar and alcohol at similar concentrations to those in Bio-strath had this protective effect.

The researchers concluded that there was some as yet unidentified factor in the *Candida utilis* plasmolysate which increased the animals' defence against bacteria.

Dangerous pathogens: voluntary controls advice

The Dangerous Pathogens Advisory Group chairman, Professor R. A. Shooter, St Bartholomew's Hospital London, which was set up during last year, has held its first meeting. It is to contact all laboratories dealing with dangerous pathogens so that they can be advised of the new recommended voluntary control procedures for work with pathogens and given any other help they may want.

Turkish visitor studies GMP in England

Mr Okan Atay, chief analyst in the analgesic laboratory of the Central Institute of Hygiene, Ankara, Turkey, has spent the past three months studying good manufacturing practices at Nicholas Laboratories Ltd, Slough. Mr Atay was able to visit the UK through a fellowship sponsored by the World Federation of Proprietary Medicines Manufacturers and awarded by the World Health Organisation. As a memento of his stay Mr R. C. I. Bate, vice-president, Mr W. J. Leslie, director of manufacturing, and Mr R. E. King, quality control manager, presented him with a Wedgwood vase.

News in brief

□ HM Customs & Excise has issued a revised edition of "Value added tax: imports" (notice no 702, December 1975).

□ HM the Queen and HRH the Prince Philip will visit the International Spring Fair next month during the royal inauguration of the National Exhibition Centre on February 2.

□ The chemical industry's investment in 1975 is estimated to have reached a record £600m, an increase of 60 per cent over the 1974 figure of £382m.

□ Chemist contractors in England dispensed some 23,610,551 prescriptions (14,936,918 forms) during July last year at a total cost of £31,056,355 (an average of £1.315 per prescription).

□ Researchers at the All-India Institute of Medical Sciences are developing a contraceptive nasal spray, enabling sex hormones to be inhaled in much lower doses than are swallowed at present in the "pill". The method has been successful in monkeys.

□ A report by the Food Additives and Contaminants Committee, published recently, recommends that regulations should continue to prohibit the presence in or on food of added mineral hydrocarbons, except where such addition is specifically provided for in the regulations. The principal change in the law would be that, in future, those foods with added mineral hydrocarbons would be specifically designated together with maximum permitted levels.

People



Mr Lester and Mr Cooper with Miss Cindy Reid, manager of the group's Liverpool store (see below)

Mr Ivan Lester, MPS, the 40-year-old pharmacology ex-lecturer who twelve years ago began the Discount For Beauty group with one shop in Bradford, had an opportunity to discuss tactics recently with Mr Henry Cooper, OBE, when the ex-heavyweight champion visited several of the group's stores to promote pre-Christmas sales of Brut 33. The personal appearances were so successful that more are now being planned for 1976, including a visit to the group headquarters at Birstall, Nr Leeds, an old mill that was purchased three years ago for conversion into offices and a warehouse facility. Today there are fifteen stores in the group and turnover is £4m. and Mr Lester, chairman, predicts a continued growth as more stores are being planned for 1976/7.

Professor W. J. H. Butterfield, regius professor of physic, University of Cambridge, has been appointed chairman of the Medicines Commission. He became a member of the Commission in 1975. He was vice-chancellor of the University of Nottingham from 1971 to 1975 and was for many years professor of medicine at Guy's Hospital Medical School. Until recently he was the chairman of the East Midlands Economic Planning Council. Professor Butterfield has always had a special interest in diabetes and was one of the investigators involved in the introduction of oral antidiabetics. He succeeds Sir Ronald Bodley Scott who is retiring from the Commission after serving as chairman since 1973.

Mr Richard Woolley has become chairman of Benn Brothers Ltd, publishers of *C&D*, following the retirement of Mr Glanvill Benn on reaching his seventieth birthday. **Mr Timothy Benn** has been elected deputy chairman, continuing also as a managing director. He remains chairman and managing director of Ernest Benn Ltd.

Deaths

Fowler: Recently, Mr Alfred Cyril Fowler, MPS, aged 60. Qualifying in 1937, Mr Fowler was managing director of Sturtons (Chemists) Ltd of Peterborough, retiring when the company's Bridge Street shop

Topical reflections

BY XRAYSER

Controlled Drugs

According to a survey undertaken by members of the North Staffordshire Branch of the Pharmaceutical Society, no fewer than 15 per cent of Controlled Drug prescriptions are incorrectly written, the total number amounting to no fewer than 85. The Committee intends to seek the co-operation of the local medical committee in recommending to its members that the correct procedure must be adhered to. I agree with the branch statement that 15 per cent "translates into a great deal of inconvenience to pharmacists, patients and to the doctors themselves," but in fact more than mere inconvenience is involved. The Regulations to the Act specify that unless a prescription complies with the requirements it shall not be issued. It therefore becomes an offence by the doctor to *issue* such a prescription, thus bringing the doctor into the front line along with the pharmacist.

Indeed, the onus is primarily on the doctor. Under Regulation 16, a person shall not supply a Controlled Drug unless the prescription complies with Regulation 15, which is concerned with the *issuing* of the document. The matter is, therefore, much more than a mere recommendation to doctors by a local medical committee. And though I have seen reports of court proceedings against pharmacists for having dispensed prescriptions which it was an offence to issue, under Regulation 15, I have no recollection of seeing the writer of the prescription alongside. If the recommendation in North Staffordshire is not successful, then the only thing to do would seem to be to ask the authorities to take the offenders to court.

Brompton

I note that one of the problems encountered in North Staffordshire concerns "Brompton" mixture. Brompton mixture, in my area, has always been a cough mixture to an original formula of the hospital of that name, containing solution of morphine, hydrocyanic acid, syrup of tolu and infusion of roses. It is extremely dangerous for the name to be applied to a composition of cocaine and morphine, but that seems to have crept in and it won't do. I recently encountered such a description and inquired of the young doctor what he had in mind. He did not know—the hospital had ordered it!

Martindale, our guide, philosopher and friend, reminds me that confusion sometimes arises because Brompton Mixture is really Compound Sodium Chloride Mixture. In the circumstance all references to Brompton should be deleted from the vocabulary.

closed some months ago. He was a past-president of Peterborough Chamber of Trade and, in 1972, was chairman of the Eastern Counties Area Council of the National Chamber of Trade.

Gibson: On December 31, Dr Douglas John Gibson, DSc, FRSH, MPS, 51 Ashburnham Grove, London SE10. Dr Gibson, who qualified in 1929, was secretary general of the Salaried Pharmacists Union.

Mr A. G. M. Madge, FPS, member, Pharmaceutical Society's Council and SPU Council, writes:

It is with great regret that I learn of the death of Douglas Gibson whom I have known for many years in pharmacy. He was a quiet unassuming man yet not afraid to give his views at annual and branch representatives meetings. Though interested in many fields outside pharmacy

he had two loves—pharmacy and his fellow man. He was one of the first chairmen of the pharmaceutical group of the Royal Society of Health and continued his interest on the committee.

He was the Salaried Pharmacists Union's first secretary at its formation with the merger of the Registered Pharmacists Union and the National Association of Salaried Pharmacists—an office he held until his death. He was also a co-opted member of the Pharmaceutical Society's general practice subcommittee.

His contribution to pharmacy will be sadly missed.

Lowrie: On January 2, Mr G. A. Lowrie, a deputy managing director of Ronson Products Ltd, following a brief illness. He joined Ronson in 1945, became an executive director in 1967 and was appointed a deputy managing director in October 1975.

New products

Photographic

Flash cubes from Polaroid

Polaroid (UK) Ltd have announced the introduction of their own brand of flash-cubes.

The new flashcubes (£0.24) have been produced to specifications compatible with the Polacolor 2 film, to provide a consistent illumination source and to virtually eliminate problems caused by variations in flashcubes. Packaged two cubes to a box (sufficient for an eight-exposure film-pack) they are said to offer more uniform colour quality, higher light output, improved reliability and a more impact resistant safety shield.

The company is offering dealers 25 square format film picture frames free of charge when they order 400 of the new cubes and 200 AG3B flash bulbs. A flash-bar for the SX-70 system is also to be introduced (Polaroid (UK) Ltd, Ashley Road, St Albans, Herts).

Cosmetics and toiletries

Eylure Easifix lashes

Eylure are claiming an innovation with their new range of lashes—they are attached to the packaging tray with the band exposed so the wearer can apply adhesive without removing the lashes from the box. There are three types (£0.85 each): Naturelites 1-8, Fashion Easilashes 1-6 and Easiundies (Eylure Ltd, Grange Industrial Estate, Llanfrechfa Way, Cwmbran, Monmouthshire).

Fleurs de Rocaille fragrance

Caron's Fleurs de Rocaille fragrance is described as a "combination of floral scents—light, sweet, feminine, with warm background tones". The perfume is marketed in $\frac{1}{4}$ oz (£5.50), $\frac{1}{2}$ oz (£8.75), 1oz (£14.00) and 2 oz (£22.00) bottles. Eau de toilette is bottled in 2oz (£4.00), 4oz (£6.00) and 8oz (£9.00) sizes as is the eau de Cologne, 2oz (£2.80), 4oz (£4.20) and 8oz (£6.00) (Parfums Caron Ltd, Redkirk Way, Horsham, Sussex).

Prescription specialties

MONISTAT pessaries

Manufacturer Ortho Pharmaceuticals Ltd, Saunderton, High Wycombe, Bucks PH14 4HJ

Description White, egg-shaped pessaries, melting at 37°C, each containing 100mg miconazole nitrate

Indications Local treatment and rapid symptomatic relief of vulvovaginal moniliasis and balanitis

Contraindications Hypersensitivity

Method of use One inserted high into the vagina at night for 14 days. Patients should be instructed not to discontinue treatment

upon relief of symptoms but to complete the prescribed course. Simultaneous treatment of partner with Monistat cream advisable

Precautions Risk of reinfection from anus should be borne in mind when prescribing treatment and advising on personal hygiene

Storage Cool place

Packs 14 pessaries (£2.68 trade) sealed in two pvc strips of seven

Supply restrictions Recommended on prescription only

Issued January 1976

FLAMAZINE cream

Manufacturer Smith & Nephew Pharmaceuticals Ltd, Welwyn Garden City, Herts

Description White, semi-solid, oil in water, hydrophilic cream containing micronised silver sulphadiazine 1 per cent w/w

Indications Prevention of infection in severe burns, particularly effective against Gram-negative organisms

Method of use Applied, by means of a sterile spatula or a hand covered with a sterile glove, in a layer about 3-5mm thick

Precautions Should be used with caution if hepatic and renal function become impaired. No evidence of teratogenicity has been found, but use during first three months of pregnancy must be at clinician's discretion. Should not be used in pregnant females at term, in premature infants or newborn infants during first months of life because sulphonamide therapy is known to increase the possibility of kernicterus.

A fall in white blood cell counts has been demonstrated very occasionally, but is not thought to be associated with the treatment and probably reflects the state of the burned patient. Patient should be watched carefully for sensitivity, especially if known reaction to sulphonamides

Side effects Sensitivity has been shown to occur; but incidence lower than with other sulphonamides

Storage Cool place, away from light

Packs 50g tube (£1, trade). Containers of 250g and 500g available hospitals only

Supply restrictions P1 S4B TSA

Issued January 1976



**If you live in Wales, the South
you'll be able to**

When we launched Vichy on TV in London and then in the South, sales shot up like a you know what. And stayed there.

So now it's the turn of Wales and the West, the South-West, Channel Islands and the Midlands.

Sometime in the evening of January 29th viewers in Wales and the West, the South-West and Channel TV regions will be able to see the first of twenty five to thirty, 30-second TV commercials. Those of you in the Midlands

Trade News

£600,000 relaunch for Dr White's

Dr White's, brand leader in the £27m. sanitary towel market, is being relaunched with a new product structure and updated pack. Setting out to improve on the brand's traditional qualities of reliability and comfort, Lilia-White (Sales) Ltd, Charford Mills, Birmingham 8, have re-designed the product with additional quantities of "cotton-wool" type fleece, a fuller construction, and greater absorbancy via the patented needled channel and extra pulp, creating in the process

"an up-to-the-minute flushable product."

The eye-catching, modern and feminine pack is the result of almost a year of extensive research. Tests showed, for example, that comfort is the most sought after attribute for a sanitary towel. The blue of the Dr White's logo is the top colour which intimates comfort plus feminine hygiene and more shelf appeal, and will be used on all packs. The runner-up colour, lilac, is featured on the feminine butterfly motif which is the packs' focal point.

Need to update

"The research has proved," says Ralph Jones, product manager, "that we needed to update Dr White's image in the consumer's eyes. The product is a household name in sanpro enjoying a very healthy market dominance but at the same time in order to widen its appeal we felt the product needed a more feminine, less clinical look to it".

Lilia-White will be spending £600,000

on the brand this year, including a heavy campaign in women's magazines supported by in-store display material, money-off offers and a new cut-case cash and carry pack.

□ The Dr White's expenditure represents a 300 per cent increase in promotional budget and Lilia-White have announced plans to double their total sanpro budget in 1976 to £1.8m. Other figures announced are Lilia £135,000 (up 100 per cent), Panty Pads £500,000 (up 67 per cent), Fastidia £77,000 (up 50 per cent) and Lil-lets £500,000 (up 67 per cent).

Lilia-White also report that Panty Pads took over from Lilia as the number two towel brand and that in certain areas Lil-lets achieved brand leadership among tampons in chemists, with an overall share of 34.5 per cent of the tampon market in 1975 (against 27.2 per cent in 1972). The latest research also shows that, in contrast to some other markets sanpro volume is being maintained in chemists—but "even more so in grocers".

Euthymol reformulated

Euthymol toothpaste has been reformulated by Parke, Davis Ltd, Usk Road, Pontypool, Gwent NP4 8YH. The formulation, renamed Euthymol Original (70cc £0.36½), is similar in colour and flavour to the previous presentation, and incorporates what the company describes as improved cleansers and polishers but tastes a little milder. It is packaged in a 1930's style tube and carton, and replaces both sizes of the older product, which is now discontinued as stocks are exhausted.

During the launch period for the new formulation—from now until March 31—there are special introductory trade terms of £2.22 a dozen, to allow the chemist to offer the consumer 6½p off each tube. Merchandising material and further discounts are available through the company's representatives, and advertising coupons in *Radio Times* and *Reader's Digest* are planned.

Roc cosmetics for UK

Roc hypo-allergenic cosmetics, widely distributed in Europe, the Middle East, Africa and Canada, are to be launched in the UK in April by Fontarel Ltd, Servier House, Horsenden Lane South, Greenford, Middlesex UB6 7PW. Manufactured in France, by a company said to have been a pioneer in safety standards and thus well prepared for stricter regulations covering cosmetics—the entire formula is declared on the packaging for example. The French company was started in 1950 by Mr J. Ch. Lissarague, a doctor in pharmacy and Roc cosmetics are claimed to have had continued support from dermatologists and pharmaceutical bodies.

Tights promotion

Reductions on three lines of tights are available until the end of February. The offers are a Norman Hartnell one-size run-resist, in five colours (£0.35 reduced to £0.27); Bear Brand micromesh in five colours (£0.33 to £0.28); Bear Brand extra large tights in three colours (£0.47 to £0.37), from Benson's Hosiery (Holdings) Ltd, Benson House, Weir Road, London SW12 0NR.



**West of England or the Midlands,
watch it happen.**

will see the commercial for the first time at the end of February.

Vichy are spending a national equivalent of £150,000 on punchy, genuine testimonial commercials which will run nearly every night for four weeks in all areas. One of the heaviest TV campaigns ever mounted for skin care.

Vichy is exclusive to chemists, so only you can benefit. If you'd like an appointment with our representative call Alan Rundle on 01-492 0265.



VICHY SKIN CARE

TV starts Jan. 29th, Wales and the West,
the South-West and Channel.

Continued on p38

A profitable new package from the brand leader.

Redoxon has always meant healthy profits. After all, it's the brand leader in the effervescent vitamin C market.

The one your customers ask for most.

Now Roche have come up with a way for you to increase your Redoxon profits.

By adding two new flavours – orange and lemon – to this successful product line.

These two new flavours come in individual 10-tablet tubes. Sold together in one bright new pack. At a new competitive price. Which effectively doubles your sales volume with every purchase.

To help increase your volume sales and profits still further, new Redoxon comes in an attractive display outer. And there's a specially designed merchandising tree



which takes up very little counter space but provides a focal point that encourages impulse purchases. All this is backed-up with a full range of window display material.

Now doesn't that all add up to a profitable new package?

SPECIAL INTRODUCTORY OFFER

For the month of January we are offering very special introductory terms on New Redoxon Flavours. In fact, you could almost say we were giving it away. Don't miss out on this opportunity. Ask your Roche representative for details. Or telephone John Heywood on 01-935 5566 to arrange for a representative to call.





he Products Limited, PO Box 2LE, 15 Manchester Square, London W1A 2LE

Redoxon is a trade mark.

Trade news

Continued from p35

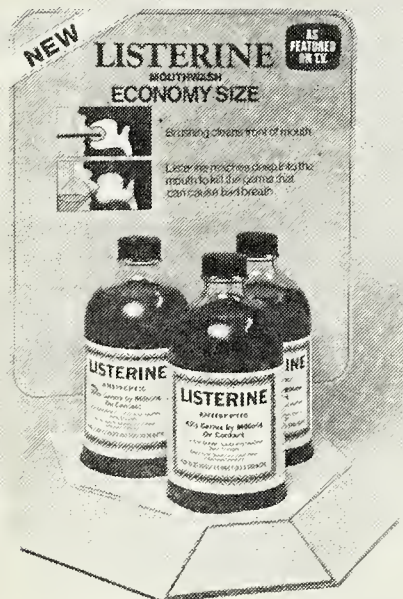
Marketing success for Fiesta

Durex Fiesta achieved 3.2 per cent of the total procreative market within three months of its launch, claim LR Industries Ltd, North Circular Road, London E4 8OA. According to Ian Scott, Durex marketing manager, pre-launch research indicated there would be a high level of consumer acceptance of the coloured protective concept. "These results were more than borne out by the extremely high level of sales achieved. In fact we obtained 27 per cent distribution in chemists in the first three months and 54 per cent in hairdressers' during the same period. Our total sales to date are more than 60 per cent higher than we anticipated at this stage. There is little doubt that the extremely eye-catching pack design and display units were instrumental in stimulating sales."

□ LR Industries were this week sponsoring a major squash match at Brandon Hall near Coventry involving the leading contenders for the world championship. The Durex challenge match was expected to be televised in the Midlands region. Ian Scott says participation in sponsored events demonstrates LRI determination to "normalise" their product in the light of the more open attitude towards contraception, reflected by the increased willingness of stockists to display the product openly.

Cooltan agents

Selling agents for Cooltan suntan preparations are now Rexnell Ltd, 32 Powerscroft Road, Footscray, Sidcup, Kent DA14 5EG. Cooltan Laboratories, 67 Effra Road, London SW2 1DB, say that full-colour national advertising for the range will begin in May.



New economy size of Listerine (602ml, £0.73) to be introduced on January 12 by Lambert Chemical Co Ltd, Chestnut Avenue, Eastleigh, Hants SO5 3ZQ



Money-off Hermesetas

Until the end of February Hermesetas is being supplied with an on-pack "5p off our previous price". For as long as stocks last Crookes-Anestan Ltd, PO Box 94, 1 Thane Road West, Nottingham NG2 3AA, are making the pack available to retailers at normal trade price less £0.60 per dozen.

Panty Pads necklace offer

A sea-shell necklace value £0.50 is being offered free to consumers who send in two proofs of purchase of Panty Pads during the first three months of 1976. Flashed packs and insert leaflets carrying details of the offer.

Lilia-White (Sales) Ltd, Charford Mills, Birmingham 8, say that Panty Pads are now established as the overall brand leader in the loopless towel market in chemists and grocers combined and this offer is "just the start of a year's intensive activity on the brand".

Gon 24—all stocks sold

Medico-Biological Laboratories Ltd, 77 Station Road, Hampton, Middlesex TW7 5EW, state that they are unable to fulfil further Orders for Gon 24's this season due to "exceptional demand". An assurance has been given that all orders received to date will be delivered by the end of January. There are also sufficient stocks of Securitainer 50's to meet all likely demand during the coming season.

Rochas extend sponsorship

Rochas Perfumes are continuing to sponsor John Webb and his Lotus Elan S1. This year they will co-sponsor the entire Rochas Classic Car Championship, to be held over nine rounds at Silverstone, Brands Hatch, Thruxton, Mallory Park and Oulton Park, between March and September. Of these the three Bank Holiday events are expected to attract the greatest crowds.

This extended sponsorship is aimed at sales growth of the Monsieur Rochas range, say Rochas Perfumes Ltd, 27 Grosvenor Street, London W1X 9FE.

Motorboat marathon

The Round London Marathon, a race for inflatable dinghies powered by outboard engines between 3 and 5hp takes place on January 10 and 11. It is sponsored by the London Motorboat Racing Club and

Yardley of London Ltd, 33 Old Bond Street, London W1X 4AP. The Marathon is run over a 44 mile course on the Thames and Grand Union Canal. The start of the race can be watched at Putney Bridge on January 10, at 12 noon.

Buttercups promotion on television

Buttercups medicated sweets, recently introduced by Sanitas (Eucryl Ltd, 7 Oakley Road, Southampton, Hants SO9 7AT), are currently being promoted on television. A "heavyweight" campaign for the range, screened in the Midlands and certain northern regions has the theme of "the good old fashioned cough remedy" and the 15 second colour commercial is scheduled to run until February 8.

Unichem exclusive offers

Unichem Ltd, Crown House, Morden, Surrey, members-only offers for January cover Bonjela, Crest, Head and Shoulders, Johnson's baby lotion, Recital, Sunsilk hairspray, Dr White's, Wilkinson Sword double edged blades.

Horlicks gives 'money off Biscuits'

The latest on-label Horlicks promotion offers users a voucher worth 16p off any packet of biscuits. To obtain the voucher, consumers are required to send in the special labels from one 1lb jar or two ½lb jars. Beecham Foods, Great West Road, Brentford, Middlesex, say their experience with the earlier "money off eggs" promotion has shown that consumers find this type of promotion very popular.

Press campaign to over-35's

Evanol hair dye is being advertised in *Woman's Realm*, *Woman's Weekly*, *Weekly News*, *My Weekly* and *People's Friend*. Benton Beauty Products Ltd, 49 Elwood Street, London N5 1EE, say the campaign will run until April.

Soluble collagen available

Soluble collagen, trade named Pancogene S, is now available from Gattefosse, Paris. It can be used in cosmetics and is claimed to improve the hair's elasticity and to protect the skin against drying. The UK agents are Jacobson van den Berg & Co (UK) Ltd, 231 The Vale, London W3.

Trade shows

Thistle Products, 24 Beswick Street, Manchester M4 7HS, will be showing the new Chicco range at the McLellan Galleries, Sauchiehall Street, Glasgow, January 12-14; at Brighton Toy Fair, Metropole Halls, January 31 to February 4, and at their Manchester showrooms during February.

on TV next week

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island

Askit powders: Sc, G

Buttercup cough syrup and sweets: M, Lc, Y, NE, B

Gallowsays: Ln, A, So

Liquifruta: Ln, M, Lc, Y, WW, So, NE, A

Rinstead pastilles: All areas

Slender: All areas

SHOW MORE SELL MORE



Rotary Spacemaker
—55ft. of display in 33ins. of
space Rotary and mobile

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SPACEMAKERS SYSTEMS
7 HIGH STREET, EWELL, SURREY
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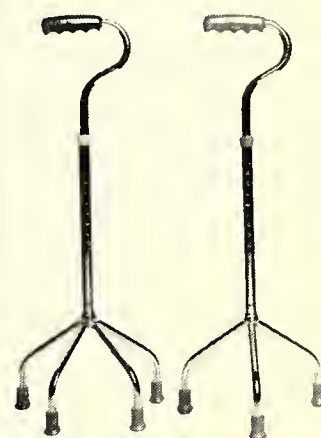
Please send me full details of Rotary Spacemaker

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ADDRESS.....

.....TEL.....CD6

Our experience is something you can rely on



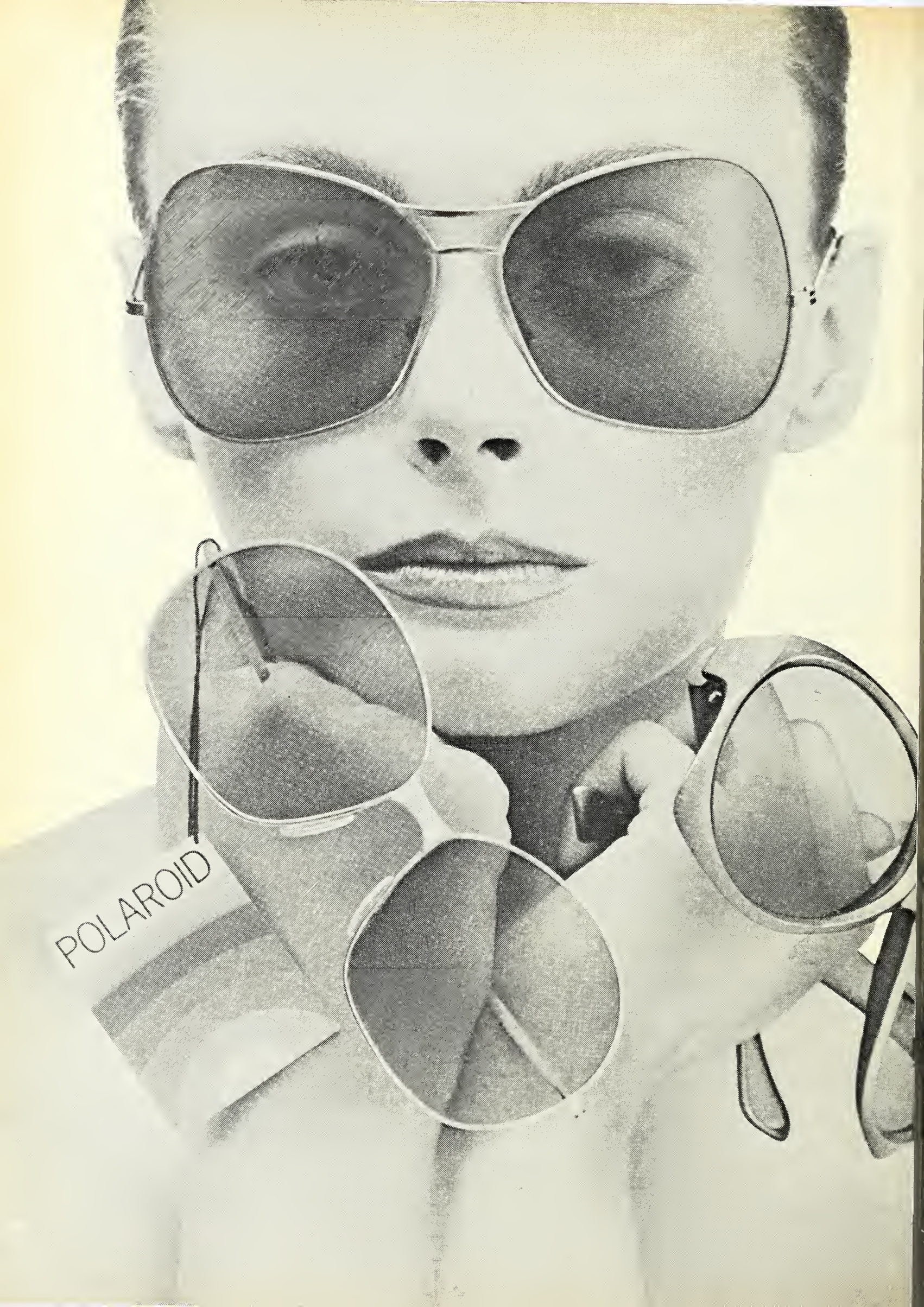
Remploy's contribution to Orthotics goes far beyond providing a comprehensive range of orthopaedic equipment.

Remploy are able to offer a unique measuring and fitting service for all their appliances and footwear, and have produced two orthopaedic brochures which are an invaluable aid to work in this field. Rely on this experience and send for literature, now.

Remploy

An exceptional name in Orthotics

A.F Knight Remploy Limited (Orthopaedic Division),
Remploy House, 415 Edgware Road, Cricklewood,
London NW2 6LR. Telephone: 01-452 8020.



POLAROID

The beautiful eyes of Polaroid.

Beauty will be our story this year.

We went to 4 continents to find the dramatic styles that went into the 1976 Polaroid Sunglass collection. And from top designers around the world, we chose shapes, colours, textures — over 100 in all — for every taste and every price.

Squares, ovals, rounds, high fashion originals, the 'beautiful eyes of Polaroid' give you every trend that fashion takes. And your customers will find them in the latest Polaroid display, because the newest styles from Polaroid attract attention just by being in your shop.

Quality is our story every year.

Polaroid introduced the 7-layer sunglass lens many years ago. This construction is the only way that our sunglasses can provide all of the qualities we believe your customers should get.

Two cushioning layers for shatter resistance.

Two special coating layers for scratch resistance.

Plus two layers that intercept up to 96% of ultra-violet rays.

And one more layer that acts as a polarizing filter that can eliminate up to 99% of reflected glare.

Polaroid lenses are also curved to match the viewing field of the human eye to minimize distortion, giving clearer vision and greater eye comfort.

Quality is very important to us.

We know that sunglasses won't sell on their looks alone.

And killing glare is still behind every story.

The polarizing sunglass lens was developed by Polaroid.

Conventional sunglasses merely use dark colours to offset the glare that bounces into your eyes off surfaces like sand and water. But this only darkens

the glare. It is still difficult to see.

Polaroid sunglasses' polarizing filter can eliminate up to 99% of reflected glare. So the most beautiful part of the 'beautiful eyes of Polaroid' is the ability to see.

You'll see us everywhere you look.

Turn on your television set. You'll find 'The beautiful eyes of Polaroid'.

Open many of the major magazines. We'll be there.

Beautiful girls, handsome men, your customers will be seeing them through the summer in our beautiful ads this year. And one of the world's top fashion photographers provided every picture in our full-colour magazine campaign.

And there's a whole new merchandising programme too — new display stands, outstanding point of sale materials, posters, and exciting promotions.

Your distributor has the new pre-pack store.

Contact your distributor for details of our new display stands. They come to you ready-loaded and pre-priced (excluding the Republic of Ireland), with a representative selection of our 1976 collection. That means they take the trouble out of ordering — and the time out of merchandising. What's more, each 50 unit pack comes with a free pair of Multi-Filter Sunglasses — worth at least £12.00 at retail.

It's all on the way, and all with just one thought in mind. To see hundreds of beautiful customers coming out of your shop this summer with 'The beautiful eyes of Polaroid'.

Polaroid Sunglasses *Nobody knows the sun better than Polaroid.*

Professional News

Pharmaceutical Society of Northern Ireland

Two new Fellows; Mr Coleman made honorary member

The Council of the Pharmaceutical Society of Northern Ireland has elected Mr James G. Coleman an honorary member and Charles A. Quinn, George E. McIlhagger and William Gorman Fellows of the Society. Mr Coleman recently retired as registrar of the Pharmaceutical Society of Ireland.

At the Council's December meeting the president, Mr T. Eakin, said the General Purposes Committee had given a great deal of thought to the matter before making the recommendations. Mr Coleman had held a responsible position for almost 30 years and had been a most faithful servant of his Society. He was well known in Northern Ireland where his friendly, helpful manner had won him many friends.

Mr Quinn had been president of the Society in 1956-57 and, as well as his services to the Council, he had served for a considerable time on the Society's Statutory Committee. He had also been a most active member of the Ulster Chemists' Association, of which he was president in 1951, and for many years had accepted responsibility for keeping the Association's prices bulletin up to date.

Mr McIlhagger had recently retired from the position of chief pharmacist at the Royal Victoria Hospital, Belfast. He had done much for hospital pharmacy in Northern Ireland, was a member of the Society's Statutory Committee and had represented the Society on the Northern Ireland Poisons Board and on the committee of the Northern Ireland branch of the Royal Society for the Prevention of Accidents. Mr Gorman had been secretary of the Society since 1946 and had served pharmacy well in a number of capacities.

Job descriptions

A letter from the Department of Health was received in reply to the Council's letter about the job description issued by the Northern Health and Social Services Board for the post of district pharmaceutical officer. The Council's letter had been forwarded to the Northern Board for comment and the Department's letter further pointed out that some time ago drafts of the various job descriptions for posts in the pharmaceutical service had been sent to all health boards. A member said it seemed strange that on two occasions the Northern Board had departed from the Department's drafts whereas the other boards had accepted them.

Another letter from the Department informed the Council of a determination of the Disciplinary Committee of the General Medical Council that the name of Dr Harvey Forrester Jackson, 6 Crescent Gardens, Belfast BT7 1NS, should be erased from the register and that, for

the protection of the public, his registration should be suspended forthwith. In the absence of an appeal by Dr Jackson his name would be erased from the register on December 29, 1975. It was agreed that members of the Society should be informed on the matter at the next mailing.

A letter from the Associates Section of the Ulster Chemists' Association asked if a register of dispensing technicians existed, or could be introduced. The qualifications acceptable for the inclusion of a name on the register could be determined and those registered could be associates of the Society as opposed to members.

It was pointed out that no provision existed in the Pharmacy Acts for the registration of dispensing technicians and that under Section 8 of the Medicines, Pharmacy and Poisons Act 1945 a person whose name was on the register of registered druggists was an associate of the Society. Mr J. Kerr said he thought legislation would be required if such a register was to become official and to be included in the register for Northern Ireland published annually. He wondered if it might not be better for the Associates Section to maintain an unofficial register themselves since they were interested only in dispensing technicians employed in general practice pharmacies. No doubt the secretary would give them any help he could. It was agreed to refer the matter to the Education Committee.

Practical training syllabuses

Presenting the Education Committee's report, Mrs K. O'Rourke said the committee met earlier that month to consider the existing syllabuses for students undergoing practical training in general practice pharmacies and in the pharmacy departments of hospitals. She said parts of the syllabuses were felt to be out of date; the committee recommended that a number of amendments be made and a copy of the amended syllabuses for use in general practice be given to each student before training commenced. An extended form of the syllabus was being prepared for the guidance of pharmacists accepting students for training. The syllabus for training in hospital pharmacy departments was being given further consideration by Mr McIlhagger.

The report, which was adopted, also recommended that approval for a list of postgraduate lectures and courses in 1976, including a lecture series on the physiological basis of pharmacology (continuing the 1975 programme). The lectures have been arranged as follows:

April 7: Autonomic nervous system, Professor I. C. Roddie, Department of Physiology, Queens University, Belfast;
April 14: Drugs acting on the sympa-

thetic nervous system, lecture 1, Dr J. G. Swanton and Mr P. S. Collier, Department of Pharmacy, Queens University, Belfast;

April 28: Drugs acting on the sympathetic nervous system, lecture 2, Dr Swanton and Mr Collier;

May 5: Drugs acting on the parasympathetic nervous system, lecture 1, Dr Swanton and Mr Collier;

May 12: Drugs acting on the parasympathetic nervous system, lecture 2, Dr Swanton and Mr Collier;

May 19: Reactions and interactions of drugs on the autonomic system, Professor P. F. D'Arcy, Department of Pharmacy, Queens University, Belfast;

May 26: Autonomic nervous system, drugs and the eye (speaker to be announced);

June 2: Diseases of the autonomic nervous system (speaker to be announced).

The day or weekend courses are as follows:

February 8: Study day on drug interactions, Professor D'Arcy and Dr J. P. Griffin (Committee on Safety of Medicines);

February 11 or 18 (afternoon): Half-day symposium on alcohol in society (organised by pharmacy students);

April 24-25: Weekend study course on business administration, Dr J. G. Booth and Dr I. F. Jones (University of Bradford);

May 9: Study day on colostomy, ileostomy and surgical appliances (speakers to be announced).

Professor D'Arcy said he had been informed that the Department of Health would not make any contribution toward the expenses of the weekend course in April. It was agreed that the course would be held and expenses met from course fees together with assistance from the Society.

Reports from the Law and Ethical Committees were adopted. Mrs C. B. A. Watson submitted a report on a meeting attended by representatives of the Council and of the Pharmaceutical Contractors Committee. She said that those present were given to understand that some thought was presently being given in Great Britain to the question of the geographical distribution of pharmacies. The immediate need was for a collection and delivery service for prescriptions but this was considered to be only a short-term remedy. The joint committee had agreed that the principle of a collection and delivery service as operated in Scotland was acceptable. The secretaries, Mr Porter and Mr Gorman, would collect statistics and reports for submission to the next meeting on January 19.

Professor D'Arcy said that the first two pharmacists who entered the course for the degree of MSc in hospital pharmacy or the basis of the Society's diploma examination had now graduated and the secretary was instructed to convey to them—Messrs D. A. Giles and R. Markwell—the Council's congratulations.

Prescription costs

□ Chemists and appliance contractors in Northern Ireland dispensed some 965,789 prescriptions (601,323 forms) during September 1975 at a total cost of £1,466,267—an average of £1.52 per prescription.

We've put our money where our mouth is.



We know our new lipsticks are going to be a best seller.

We've put a lot of money behind them. And we know it's well spent because we've done extensive product testing and a highly successful test market in Lancashire.

Maybelline Lipsticks give women what they really want.

Creamy Lipsticks, Frosty Lipsticks and shiny Lip Polishes. All with super

smooth creaminess. Colour tested too – all our colours will sell.

And there's massive TV support from Maybelline for this national launch. The heaviest support ever for a lipstick launch. Three heavyweight bursts reaching 90% of all women an average of ten times.

How can you go wrong?

Stock up on Maybelline Lipsticks and you'll be smiling too.

New
Maybelline
Lipsticks





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HEA approves proposals for college extension

The Higher Education Authority has approved revised proposals for a permanent extension to the College of Pharmacy based on sketches and cost plans submitted by the College.

Last month's meeting of the Council of the Pharmaceutical Society of Ireland was told that the Authority had considered the recommendations made by its Physical Development Committee on the submissions from the College regarding the provision of a multi-purpose laboratory extension at 18 Shrewsbury Road, Dublin. Its approval of the revised proposals for the extension was subject to various conditions which the Council were considering, but no exceptional difficulties were foreseen.

Arising out of a recommendation of the Schools Committee, Dr O. Corrigan was appointed lecturer in forensic pharmacy at the College of Pharmacy.

It was also reported that the HEA had informed the Society of its intention to hold a seminar in collaboration with the Irish Federation of University Teachers on January 9-10 at Trinity College, Dublin, entitled "Innovation and improvement in teaching and learning in higher education (with special reference to educational technology)". The Society was invited to nominate one representative for this seminar and Professor Timoney was nominated.

Misuse of Drugs Bill

The registrar, Mr M. J. Cahill, informed Council that he had received a letter from the Department of Health enclosing a copy of the proposed amendments to the Misuse of Drugs Bill 1973, which the Minister for Health had circulated for Committee Stage consideration by the *Dail*. The president, Dr W. E. Boles, said he would convene a meeting to examine the revised Bill as soon as possible.

The programme manager (community care) in the Eastern Health Board has offered to collect returned or unwanted medicines or drugs from any pharmacy in the Board's region that contacts him.

Mr R. J. Power reported on a meeting of the Executive Committee of the Pharmaceutical Group of the European Community which was held in Brussels in November. The main purpose of the meeting was to agree on a common approach to the EEC Commission concerning an impending Draft Directive on the harmonisation of academic courses for pharmacists in Europe as a basis for the free movement of pharmacists in the Nine.

There were a number of documents before the meeting: the report of a discussion with Mr Loriot of the EEC Commission on problems of harmonisation and free movement; a working group report on "Future training", and a *Projet de*

Motion (in French) prepared by Mr Verreydt, *Groupement* secretary, for presentation to the Commission as representing the agreed views of the *Groupement*.

At the meeting, Mr Verreydt gave a lengthy report on the current situation, saying that the present time was crucial for European pharmacists. They had been by-passed in the implementation of Directive 2, providing for the free movement of medicines, and there was real danger that other problems affecting pharmacy could be dealt with similarly. Mr Power, speaking for Ireland, said they shared with their European colleagues a desire to attain the ideal of a five years' university based course, followed by one year of practical training. However, Ireland was just moving from a three years' course (plus one) and, as realists, they had to accept that the situation was likely to continue for some time to come. He had also spoken of the unique position of the Pharmaceutical Society of Ireland as a statutory body *vis-a-vis* the University and the State.

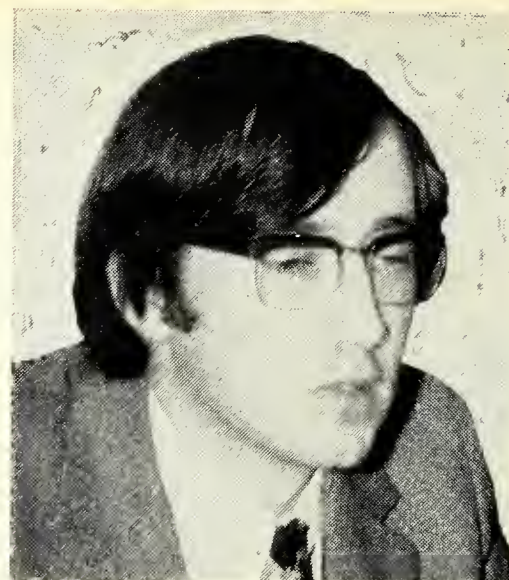
A good deal of discussion had centred on issues such as the desirability of insisting on a knowledge of the language and health legislation of the host country by migrant pharmacists, although in the case of doctors such considerations had not been taken into account. Other delegates pointed out that courses could not be assessed solely on quantitative criteria; there were differences in conditions of admission, facilities, etc, and in how the various disciplines were integrated. Mr Power referred to the possibility of a committee of experts who could assist in the work of harmonisation and help to resolve areas of conflict.

Eventually it was decided that a draft document would be circulated within 48 hours to each member of the group for consideration at national level.

Teaching policy

The following motion was proposed by Mr T. McGuinn: "That this Council draw up a policy on the teaching of forensic pharmacy, professional conduct and other related matters to degree students." It was agreed that a meeting would be held at a later date to give the motion the detailed discussion and consideration it deserved. The Council noted with regret the death of Mr N. Mackler, MPSI.

A Benevolent Fund donation of £100 from *Chemist and Druggist* was gratefully acknowledged. It was presented to Dr Boles at the Benevolent Fund dance on December 2 by Mr Arthur Wright, editor, who travelled from London with his wife to attend the function. Dr Boles proposed a vote of thanks, seconded by Council, to Mr Wright and *C&D*.



Dr O. Corrigan, newly appointed lecturer in forensic pharmacy

A representative from Glaxo Ltd presented the Council of the Society with a cheque on December 9 at Shrewsbury Road for the Benevolent Fund which was also gratefully acknowledged. Dr Boles, speaking of the Benevolent Fund dance, said it was a very successful and impressive function and he paid tribute to those who had organised it and all those who had attended and contributed to its success.

Register changes

The following were granted change of name in the Registers, marriage certificates having been submitted: Mrs Agatha G. Mitchell (nee Cunningham), LPSI; Mrs Cora Margaret Kenny (nee Morgan), Assistant; Mrs Angela O'Donovan (nee Keohane), Assistant.

The following addresses were changed in the Registers: Mrs Agatha G. Mitchell, LPSI, to Inishfree, Georges Street, Gort; Miss Margaret E. Carolan, LPSI, to 16 Victoria Road, Rathgar, Dublin 6; Mr Samuel Green, LPSI, to Flat 7, Temple Hill, Terenure Road West, Dublin 6; Mr Donal Harrington, MPSI, to Abbey Street, Timoleague, co Cork; Mr James P. Morgan, MPSI, to Ballinter, Navan, co Meath; Mr Patrick B. Hickey, MPSI, to St John's Square Pharmacy, Limerick; Mrs Catherine O'Neill, Assistant, to 53 Ludford Road, Dundrum, Dublin 14; Mrs Anne Prenderville to 17 Adare Avenue, Coolock, Dublin 5; Mrs Mary Philomena (Phyllis) Flynn, Assistant, to 9 Broadford Walk, Elm Park, Ballinteer, Dublin 14; Mrs Angela O'Donovan, Assistant, to Gortroe, Leap, co Cork.

The following Licence Certificates were signed and sealed: Martin Francis Donnellan, Laura Greene, Thomas S. McGreal, Christopher Patrick Byrne, Elizabeth Connolly, Bridget Mary Crowley, Stephen Norman Cunningham, Mary Christine Daly, Nuala Mary Hooper,

Phenol preparations

The Council of the Pharmaceutical Society of Ireland has advised that all preparations containing phenol should be labelled with the name and address of the seller and the word "Poison".

Vincent Kennally, Marie Patricia Kiely, Catherine Mary Leonard, Cahill Martin McCarthy, Deirdre Catherine Murtagh, David Anthony O'Farrell, Mary Josephine Purcell, John Declan Freeman.

The following were nominated for membership of the Society: Laura Greene, 14 Templeville Park, Templeogue, Dublin 6; Thomas Stephen McGreal, Blessington Pharmacy, Blessington, co Wicklow; Christopher Patrick Byrne, 51 Windmill Park, Crumlin, Dublin 12; Stephen Norman Cunningham, 5 Beech Drive, Dunderum, Dublin 14; Nuala Mary Hooper, 29 Foxfield Road, Rahany, Dublin 5; Vincent Kennealy, 6 St Leger Place, Tramore, co Waterford; Catherine Mary Leonard, 63 Ballymun Avenue, Dublin 11; Deirdre Catherine Murtagh, 79 Foster Avenue, Blackrock, co Dublin; David Anthony O'Farrell, 67 *Ard na Mera*, Malahide, co Dublin; Elizabeth Connolly Wygrem, Davitt Road, Wexford.

Preliminary registration

The following were granted preliminary registration in the pharmaceutical chemists preliminary register in November:

Hynds, Patrick Joseph Anthony, "Kyalami", Fardrum, Athlone, co Westmeath; Lynch, John Intack, Donard, co Wicklow; Kenny, Anne Mary, Brooklawn, Golden Grove Road, Roscrea; O'Sullivan, Mary Finola, 4 Lakelands, Athlone; Murtagh, Mary Philomena Josephine, New Street, Kilkenny; Kavanagh, Peter Joseph, Inglewood, Enniscorthy, co Wexford; McGoldrick, Mary Niamh, Ballymote Road, Collooney, co Sligo; Wilson, Therese Mary, Roseneath, Rushbrook, Cobh, co Cork; Duffy, Mary Josephine, Chapel Street, Louisburg, co Mayo; Barrett, Thomas Patrick Mary, 7 Ashfield Park, Stillorgan Road, Dublin.

O'Donnell, Angela Mary Geraldine, Carrick-Beg House, Carrick-on-Suir; Ryan, Anna Maria, Park, Rossmore, Cashel, co Tipperary; Doody, Timothy Paul, Herbertstown, Kilmallock, co Limerick; Maher, Katherine Mary, Church Street, Athy, co Kildare; Collis, Fergus Pius, 31 Cabra Road, Phibsborough, Dublin 7; Cosgrove, Nuale Anne, 44 Talbot Place, Derry; White, Patrick Joseph, 20 Crenmore Park, Glasnevin, Dublin 11; Conry, Peter Joseph, "Orlagh", 27 Templeville Road, Terenure, Dublin 6; O'Sullivan, Declan Gerard, Ballymount Road, Dublin 12; Bourke, Johanna Philomena Mary, Red House, Killough, Templemore, co Tipperary; Kelly, Noreen Marie, 123 Ardmore Park, Bray, co Wicklow.

Carroll, Paul Vincent, Revere, Newcourt Road, Bray, co Wicklow; Vernon, Lucille Miriam, 5 St Ronan's Terrace, Dundalk; Bates, Martin Denis, 66 Hillside Park, Rathfarnham, Dublin 14; Jackson, Gillian, L'Abri, Rathbeale Road, Swords, co Dublin; Crowley (nee O'Connor), Mrs Teresa C, Main Street, Drimoleague, co Cork; Perrott, Sandra Jane, Ballinacurra House, Innishannon, co Cork; McManus, Mary Claire, Airglunoey, Tuam, co Galway; Nolan, Mary Margaret, 2 Dominic Street, Kilkenny; Woulfe, Sarah Patricia Mary, 164 Cappaghmore, Clondalkin, co Dublin; O'Donoghue, Catherine, 64 Boherbee, Tralee, co Kerry.

Gorry, Edwin Joseph, Rosbarcon House, New Ross, co Wexford; Falvey, Gerard Mary, 3 Clermont Avenue, Douglas Road, Cork; McCormack, Dorothy, Lowerwood House, Moate, co Westmeath; O'Brien, Mary Angela, James Street, Claremorris, co Mayo; Moran, Declan John, Main Street, Clifton, co Galway; Quinn, Michael James, 38 Limehill Road, Pomeroy, co Tyrone; O'Connor, Jeremiah Brendan, 7 Market Street, Listowel, co Kerry; Breen, Miriam Ann, "Ard-Patrick", Avenue Road, Dundalk; Ryan, Finbarr Michael, Carrowpeter, Dublin Road, Tuam, co Galway; McLoughlin, Paula Catherine Mary, Bridge Street, Ballina, co Mayo.

Coen, Robert Gerard, Bridge Street, Gort, co Galway; Murphy, Ann Josephine, 69 Kimmage Road West, Dublin 12; Ryder, Katherine Philomena, Headford, co Galway; Hanley, Michael William, 20 Shannon Street, Limerick; Crosse, Anna Frances, The Newtown, Moate, co Westmeath; Barrett, Mary Plunkett, Fernhill Road, Clonakilty, co Cork; Riorday, William Noel, Main Street, Birr, Offaly; McElligott, Edmond Patrick, Ballynaneen, Asdee, Listowel, co Kerry; Crowley, Jeremiah Gerard, 14 Uam-Var Avenue, Bishoptown, Cork.

United States News

Report on OTC sedatives, stimulants

The US Food and Drug Administration has invited comment on the findings of an independent panel of scientists who reviewed 23 ingredients used in over-the-counter sedatives.

In the "night-time sleep-aid" category, the panel reported that six antihistamines—diphenhydramine hydrochloride, doxylamine succinate, methapyrilene fumarate and hydrochloride, phenyltoloxamine, dihydrogen citrate, and pyrilamine maleate—used in non-prescription products need additional studies to demonstrate their suitability for use by people "who need occasional aid in falling asleep." The panel advised FDA that diphenhydramine could be sold without a prescription if further studies confirm safety and effectiveness. Other ingredients, such as bromides and scopolamine, were judged by the panel to be unsafe because the effective dose differed little from the toxic dose.

In the "daytime sedative" category, three antihistamines—methapyrilene, pyrilamine and phenyltoloxamine—needed further studies to demonstrate both safety and effectiveness. Other ingredients, including bromides and scopolamine, were judged to be unsafe as daytime sedatives because in addition to the safe-dose issue, they made the user drowsy without relieving emotional stress.

Caffeine dose

In the "stimulant" category, the panel's report rated one ingredient—caffeine—fully safe and effective. The report noted that the recommended dose for caffeine as a non-prescription stimulant was similar to the amount found in a strong cup of coffee or tea.

Alexander M. Schmidt, MD, food and drug commissioner, emphasised that the panel's report at this stage was advisory only and did not represent official FDA policy. A four-month period for comment began with publication of the report. Part of the report consists of a proposed monograph of acceptable formulations and labels. The monograph, when published in final form by FDA, will comprise the official standard for such products. The report is the fourth presented as part of the agency's review of all non-prescription drug ingredients. Previous reports were on antacids, antimicrobial agents and laxative preparations.

After each monograph is issued, manufacturers whose products contain ingredients judged to be less than effective will be able to reformulate and relabel their products. Manufacturers whose products contain ingredients which FDA concludes need further study will be given three years to conduct such studies but may continue to market their products in the

interim. Ingredients determined to be unsafe or ineffective must be removed from all products. Unsubstantiated claims must be removed from product labels.

The panel said that most labelling claims for non-prescription daytime sedative products should be prohibited. Among these claims were "nervous irritability," "simple nervousness due to common everyday overwork and fatigue," "a relaxed feeling," "gently soothe away the tension," and "nervous tension headache." The only claim which should be permitted was "for the relief of occasional simple nervous tension," and even this claim needed further proof, the panel said.

Proposals to replace FDA with two new agencies

Senator Edward Kennedy is hoping to introduce legislation which would replace the US Food and Drug Administration with two new agencies.

According to a recent American Pharmaceutical Association's weekly news sheet, Senator Kennedy has criticised the present system of marketing new drugs. "We spend millions of dollars and years of time" in developing proof of effectiveness of a new drug, he said. "But once a drug is finally approved, it is turned loose, free from all controls and follow-up."

The Drug and Devices Administration he proposes would introduce a "phase 4" scheme to control distribution of drugs. A voluntary national distribution network of pharmacists and physicians would be asked every two or three years to report on their experience with new drugs. The system would be developed by a national drug review board.

The second agency would be known as the Food and Cosmetics Administration.

Letters

Eric Knott prize fund

In 1926 Eric Knott was nominated to represent our Branch of the Society at the British Pharmaceutical Conference. Since then he has been involved without interruption in its affairs except for service during the second world war. During these fifty years, he has served on the committee, and occupied in his inimitable way the posts of secretary and treasurer.

The present committee has unanimously agreed to commemorate this outstanding period of service. With the consent and approval of Eric the committee has decided to present to the pharmacy department of Heriot-Watt University a prize for annual award.

Cheques and postal orders should be crossed and made payable to "The Eric Knott Prize Fund". All contributions should be sent to the fund treasurer, Dr J. B. Murray, c/o Pharmacy department, Heriot-Watt University, 79 Grassmarket, Edinburgh.

I. S. Swanson, *Chairman*,
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A new Australian concept in wholesaler-retailer relationships

A 'PET' scheme for efficiency?

by J. Barrie Thompson, director and secretary, Institute of Pharmacy Management International

Work within the Institute of Pharmacy Management International involves personal correspondence with individual members throughout our 27 country coverage. The prime object of these exchanges is a two way flow of information on the current ideas and methods of improving efficiency in mutual problems at all levels of management in which pharmacists are involved, which naturally covers not only the retail sector but hospital, wholesale, industry and the centres of higher education as well.

Much of the information is published quarterly in *Pharmacy Management* and is therefore freely available to all our affiliates, but from time to time ideas, innovations and statistics are made available for the benefit of the profession at large, thus adding credibility to our claim to be a voice of informed and unbiased opinion within pharmacy.

At this point in time the majority of our overseas correspondents are just as concerned as we are about the difficulties created by the economic recession, inflation and sluggish cash flow. As individuals we are prone to believe that our own shoulders are bearing the weight of the financial burden, but a recent letter from Norman F. Keith, F.I.Pharm.M., branch president (Victoria) of the Pharmacy Guild of Australia, focussed attention on the wholesaler retailer relationship.

Wholesalers' problems

Pharmaceutical wholesalers have been placed in a more difficult position than many other businesses, because they are still expected to provide prompt and frequent deliveries for prescription medicines, often in very small quantities, and some of these are low-value items.

Some pharmacies provide a large enough total volume of business to be valued customers and order individual items in worthwhile quantities, but always there are some pharmacies whose business is unprofitable because:

□ the business is small and total purchases are just not enough to be profitable in relation to the service given or

□ much business is placed elsewhere—to special deals on popular items through short-line wholesalers, or to direct buying from manufacturers at a discount rate, leaving only small odds and ends for the wholesaler but still demanding full and regular service.

The wholesaler must endeavour to run the business on a profitable basis and is faced with either eliminating the unprofitable business entirely or adding some extra charges to turn a loss into a profit.

Sigma Co Ltd is a pharmaceutical wholesaler in Victoria, Australia, which is owned as a co-operative by some 1,500 pharmacies which it services. For a



Mr J. Barrie Thompson

couple of years it has applied extra charges to customers as follows:

1. An "order charge" of \$1.00 on every order executed, whether delivered or picked up at the warehouse; these charges are credited in part when total business each month passes a fixed level and are fully rebated when business reaches \$48,000 per annum (that is, \$4,000 per month).

2. A "small order charge" of 5 per cent extra on an item ordered in a quantity less than four, where the total line extension value is less than \$3.00.

After carefully observing the effect of the latter loading it has been decided that the small order charge is inequitable to those accounts which order the bulk of their requirements in reasonable quantities, but who require some low-value items in small quantities and naturally objected to being charged a higher price on them.

Line rebate or charge

In February a new system will be introduced to rationalise the cost of servicing the pharmacies which buy in small quantities and whose business is unprofitable at the normal list prices.

"Line extension" is the extended value which appears against each item on an invoice; for example two blanks at \$1.25 each, produces a "line extension" of \$2.50.

Line extension is considered very important in relation to profitability as it is directly related to all of the warehouse operations; the firm's computer has analysed the line extension of each customer over six months, and has advised customers that many of them are obviously buying their high value items elsewhere or are ordering small quantities too frequently, because they have average line extensions well below the average for the whole company of around \$5.00. However, while this is so, there are many customers who have a line extension well above the company average.

"Target line extension" (TLE): As line

extension for the company is directly related to profitable operation, it has become necessary to set a TLE of \$3.50.

UK application

Relating this idea to trading conditions and values in the UK, let us assume a TLE of £2.50 is not unreasonable and one which the wholesaler would be happy to accept. Similarly, assume that he would be content to see a monthly purchase total (MPT) of £1,000. These two factors, TLE MPT, can be employed to arrive at a reciprocal efficiency ratio:

$$\frac{\text{MPT } 1,000}{\text{TLE } 2.50} = 400$$

In this example, 400 becomes the purchasing efficiency target (PET).

Failure on the part of the customer to keep below the PET will result in a financial penalty to him, but if the PET is exceeded he is financially rewarded. The penalty or reward is calculated as 5p for every unit above or below the PET.

For example, with a monthly purchase total of £1,000 and an achieved line extension (ALE) of £2.00 the PE is 500. Thus the customer will be surcharged on his statement

$$500 - 400 = 100 \times 5p = £5.00$$

On the other hand, if the ALE is increased during the month to say £4.00, the rebate is calculated from:

$$\frac{\text{MPT } 1,000}{\text{ALE } 4.00} = 250 \text{ PE}$$

$$400 - 250 = 150 \times 5p = £7.50$$

The scheme as such may be impracticable in the UK, but I would suggest that it contains sufficient innovation to be worthy of the subject of discussion between wholesaler and retailer with the view of achieving mutual co-viability and attempting to set new compromise criteria for increasing all-round efficiency.

The Institute of Pharmacy Management International has for some time now encouraged co-operation between all the links in the chain of pharmaceutical distribution and is therefore pleased to place before the profession yet another idea which will involve interchanges wherein a closer understanding of each others' problems will be achieved.

Management conference

The Institute of Pharmacy Management's 1976 annual conference will be held in the spring instead of the autumn: a weekend during April, probably 9-12. The venue is Llandudno and the theme "Management education of the pharmacist in all his spheres of activity".

Company News

1975 Swiss exports down by 13 per cent

For over 20 years Switzerland's exports of chemical and pharmaceutical products showed a continuous and often considerable increase—but this trend came to an abrupt end in 1975 during which a decline of about 13 per cent was registered in comparison with 1974, *writes a correspondent*. The development affected the main sectors of the industry to a varying extent: dyestuffs, plastic materials and additives showed a more severe decline than agricultural chemicals and pharmaceutical products.

The reduced turnover, which resulted in a marked decline of earnings by Swiss chemical groups, is ascribed to the international recession, the oil crisis and the high exchange rate of the Swiss franc which rose sharply during a relatively short period. Although the effects of the recession were less pronounced in Switzerland because of her low rate of inflation, the country's economy could not adapt sufficiently quickly to the new situation and if any real growth is to take place in future its rate will be much slower than in recent years.

The Swiss chemical industry will have to direct its future efforts towards a defence of existing market positions in a severely competitive buyers' market; it will have to safeguard jobs; cut costs while turnover is falling and eliminate un-economic products. Research and development work will have to be concentrated largely on products offering genuine and permanent prospects. This new policy will also affect decisions on the location of production units. The prosperous past 20 years, during which a rapid expansion took place, often camouflaged inefficiencies and half-baked measures that can no longer be tolerated in the new climate.

The new year will not be an easy one for the Swiss chemical industry, but in view of the realistic measures already adopted it is anticipated that it will emerge strengthened from the present difficult period.

Wilkinson Match improves

Wilkinson Match profits before tax were 6 per cent up at £4.8m for the half year ended September 30, 1975.

Turnover was £72.2m compared with £71.6m for the corresponding period in 1974. Further improvements are expected. A gross dividend of 4.74p declared for the year to March 31, 1976, represents a 10 per cent increase.

Philip Harris 'satisfactory'

Philip Harris (Holdings) Ltd report "satisfactory" increases in turnover and profits for six months to September 30, 1975.

Turnover was £3.133m. compared with

£2.689m for the corresponding period in 1974. Profit before tax was £280,972 (£242,552 in 1974). Home sales were "rather better than was anticipated" and exports have continued to increase. The medical company achieved record levels of sales and profits.

Hanimex sales up

Hanimex Corporation group sales were 21 per cent up in the first quarter of the year, and sales for the six months to December 31, 1975, are expected to show a similar increase. Most subsidiaries participated in improved trading, with pocket calculators and 110-format cameras being particularly successful. Satisfactory term finance has been obtained for the construction and equipment of the company's new plant in Cork, Ireland, which is expected to start production in July.

Business briefly

Ronson Products Ltd: Export turnover in 1975, at £8m., was 25 per cent up on 1974. The forecast for 1976 is £10m.

Blewis and Shaw (Plastics) Ltd, plastics container manufacturer and a wholly-owned subsidiary of Rockware Group, is to be called Rockware Plastics Ltd.

Slater Walker Securities is to sell a 19.5 per cent holding in **Rockware Glass** group to Pilkington Brothers. SWS's remaining 8.8 per cent stake in Rockware is being sold to financial institutions.

The first stages of a £5.2m project which will substantially increase production of sulphuric and phosphoric acid have been brought on stream by **Albright & Wilson**, at Whitehaven, Cumbria.

Profit on sales of medical items by **Avon Rubber** group was £66,840 for the year ended September 27, 1975—about £175,000 down from the previous year's profit of £242,040.

Bayer (India) has completed construction of new plant for manufacturing pesticides

at Thana, Maharashtra. The plant is expected to boost production of parathion from 1,200 to 1,700 metric tons and that of folithan from 100 to 500 metric tons, giving a total output of pesticides of 2,450 metric tons.

ICI is to buy the liquid carbon dioxide interests of Air Products Ltd. It is intended that Air Products will withdraw from its existing markets for liquid carbon dioxide in bulk, but will continue to supply CO₂ in cylinders.

Wacker Chemie GmbH, Munich, have commenced large scale production of 2-amino thiazole (purity at least 95 per cent), a pharmaceutical products dyestuffs and herbicides intermediate. UK inquiries to Bush Beach & Segner Bayley Ltd, Stanley Green Trading Estate, Cheadle Hulme, Cheadle, Cheshire SK8 6RN.

Haarmann & Reimer GmbH, a subsidiary of Bayer AG, have started construction of a plant to produce synthetic l-menthol at Charleston, South Carolina, USA. It will have a capacity of 1.5m pounds a year and production is to start in 1977. The company already has such a facility in W. Germany.

Midland-Yorkshire Holdings, taken over last May by Croda International, had pre-tax profits of £640,000 in the half-year to September 30, 1975 against £1.22m the previous year. "Vigorous" steps are to be taken to restore profitability, including several new members appointed to the board from Croda.

Schering AG operating profit and yield on turnover fell in the first nine months of 1975. Net group turnover rose by 3 per cent to DM 1,340m (DM 1,300m), while parent company turnover gained 6.7 per cent to DM 876m (DM 821m), including a 12.5 per cent rise in exports to DM 549m.

Appointments

Sperry Remington consumer products: Mr Brian C. Picknett has joined as advertising executive.

Wellcome Foundation Ltd: Mr A. J. Shepperd, group finance director, has been appointed deputy chairman. He has been a director of the Foundation since 1972.

Spillers Foods Ltd: Mr Colin Hession, 34, has been appointed marketing manager—pet foods. Mr Hession was formerly company planning manager, Elida Gibbs Ltd.

The new 50,000 sq ft Goya International factory at Alfreton, Derbyshire, began production on January 1



Elida Gibbs Ltd: Mr P. T. Collins has been appointed technical director in succession to Dr D. C. Hibbit, who is retiring after 40 years service with Unilever Group.

Kodak Ltd: Mr Roy Milner has been appointed assistant managing director. He relinquishes his position as factory manager at the Kodak plant at Harrow, Middlesex.

British Institute of Management: Sir Derek Ezra, MBE, FBIM, chairman of the National Coal Board, has been appointed chairman-designate to succeed Sir Frederick Catherwood on October 6.

Albion Soap Co Ltd: Mr Keith Coldman has been appointed marketing manager. He has considerable experience in toiletries and proprietaries being previously group promotions manager for Richard Hudnut Ltd.

Jeyes Group: Mr W. Lindsay Peacock, FRIC, has been appointed group packaging development manager. Mr Peacock is chairman of the British Disinfectant Manufacturers Association; he joined the company in 1959 to set up a new research and development department.

Gillette Co: Mr Colman M. Mockler, Jr., has been elected chairman. He succeeds Mr Vincent C. Ziegler and will continue in his present positions as president and chief executive officer. Mr Ziegler, who is retiring, remains a director and chairman of the executive committee of the board.

British Hospitals Export Council: Dr Fred Wrigley, CBE, DIH, FPS, JP, took over the chairmanship from Sir Edgar Beck, who had held the position since 1964, on

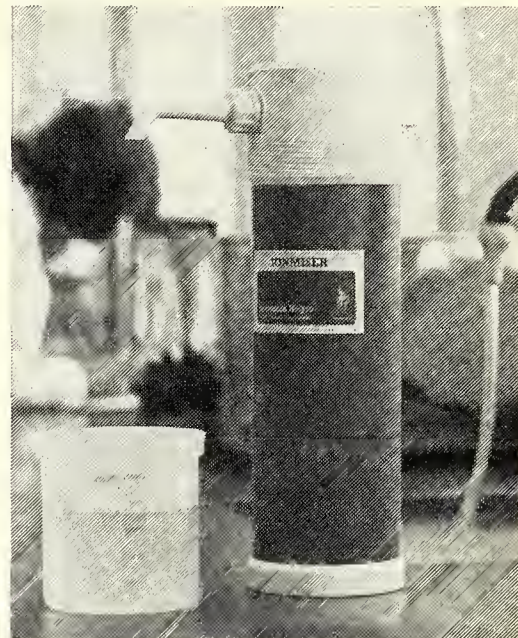
January 1. Dr Wrigley recently retired from the post of deputy chairman, Wellcome Foundation, and from the chairmanship of Calmic Ltd and many overseas companies.

CIBA-Geigy (UK): On March 29, the following changes are to take place: Mr J. A. Rodgers, managing director, becomes a deputy chairman. Mr R. H. Wilson, executive director, will be appointed corporate managing director responsible for the plastics and additives unit. Mr H. Wust, managing director, Clayton Aniline Co, will become corporate managing director, responsible for the pharmaceutical, agrochemical and dye-stuffs unit and will be succeeded by Mr A. R. Cooper, chief accountant, Clayton Aniline.

Association of the British Pharmaceutical Industry: Mr David Nodder, MPS, has been appointed manager, overseas services, and Mr John Prior, manager, animal health services. They succeed Mr Michael Kirkness, MBE, manager of overseas and animal health services, who retired at the end of December 1975 after completing more than 25 years' service with the Association. Over 50 member companies of ABPI were represented at a farewell luncheon held in Mr Kirkness' honour.

Mr David Massam, I.L.B., MPS, has been appointed assistant secretary having been an executive officer since 1970. Miss Maureen Schiller, BPharm, MPS, has joined the ABPI as an executive officer. Her principal duties will be in connection with the publication of compendia and the collation of data required by the review of product licences.

Equipment



Portable deioniser

A compact deioniser unit—said to be ideally suited for small pharmacies—has been introduced by Houseman Hegro Ltd, The Priory, Burnham, Slough SL1 7LS.

The portable model 2C has a high impact plastic body and head moulding and contains 2l of resin in a disposable cartridge. Connected to a convenient water supply, it is claimed it can supply deionised water at a flow rate up to 66 gallons an hour, depending upon the input flow. Water condition and battery test is shown by one green light which glows when the relevant test button is pressed.

THE SANGERS GROUP LIMITED

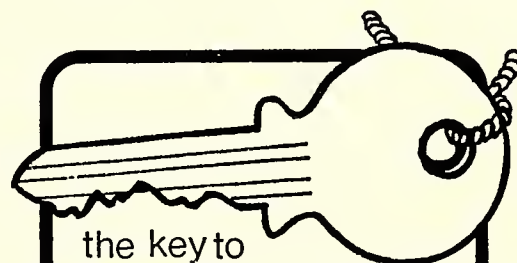
INTERIM RESULTS (unaudited)

	Half Year to 31/8/75 £000's	Half Year to 31/8/74 £000's	Full Year to 28/2/75 £000's
Sales	£31,938	£27,103	£55,425
Profit on Trading	855	517	984
Exceptional Items	—	68	68
Profit before Taxation	855	449	916
Corporation Tax	470	247	504
Net Profit	385	202	412
Preference Dividends	16	16	34
Profit available for Ordinary Stockholders	£ 369	£ 186	£ 378
Interim Dividend of 1.6p net	£ 134	—	£ 298
Earnings per Ordinary Stock Unit	5.90p	2.99p	6.10p
Profit before Taxation as a percentage of Sales	2.68%	1.66%	1.65%

Highlights from the Statement by H. T. Nicholson, Chairman: Sales have increased by 18% and profit on trading by 65% against the corresponding period of last year. Earnings per ordinary stock unit have also shown most satisfactory growth.

As promised in the Rights Issue circular the agency business has been expanded by the opening of a new branch in the Republic of Ireland.

Profits to the end of November are in line with these interim figures. Providing that business continues at its present level we expect that the profits for the second half of the current financial year will be maintained at the level earned for the first half.



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Market News

New rates for vitamins

London, January 6: The expected change in vitamin rates took place during the week. The new schedules are given below and show increases in many of the items. Dextromethorphan is also dearer.

The increased incidence of colds and influenza over the holidays whilst bringing more business into the pharmacy has yet to make its influence felt on the manufacturing side. Meanwhile some crude drugs are dearer and others continue to weaken in accordance to the pattern set during the closing weeks of last year.

In essential oils, Chinese eucalyptus oil advanced by £0.25 per kg and cinnamon leaf by £0.10. Mysore sandalwood is easier.

Pharmaceutical chemicals

Adrenaline: (per g) 1-kg lots base £0.25; acid tartrate £0.25.
Acetomenaphthone: 100-kg lots, £0.64½ kg.
Ammonium acetate: BPC 1949 crystals £0.45 kg in 50-kg lots; strong solution BP 1953 £0.1841 kg in 200-kg lots.
Ammonium bicarbonate: £130.50 per metric ton.
Ammonium chloride: Pure in 50-kg lots £0.2131 kg for powder.
Ascorbic acid: (Per kg) £7.40; 5-kg £6.40; 25-kg £4.87; sodium ascorbate, plus 6p; silicone-coated, plus 17p.
Atropine: (per kg in ½-kg lots) Alkaloid £112; methonitrate and methylbromide £102; sulphate £83.50.
Brucine Sulphate: £45.00 kg.
Calcium carbonate: BP light £108 metric ton; 10-ton lots £100 ton.
Calcium gluconate: £957 per metric ton.
Calcium lactate: 250 kg lots £412 metric ton.
Calcium sodium lactate: £0.90½ kg in 50-kg lots.
Calcium pantothenate: £6.10 kg.
Carotene: Suspension 20 per cent £30.50 kg.
Cyanocobalamin: £2.50 per g.
Dexpantenol: 10-kg lots £10.00 kg.
Dextromethorphan: £110 per kg in 5-kg lots.
Ferrous fumarate: £1.25 kg for 50-kg lots.
Ferrous gluconate: £1,395 metric ton delivered.
Ferrous phosphate: In kegs £553.80 metric ton.
Formic acid: per metric ton delivered in 4-ton lots, 98 per cent £236.25; 85 per cent £196.30.
Homatropine: Hydrobromide and methylbromide £65.00 per kg in ½-kg lots.
Hydroxocobalamin: £5.00 per g.
Hyoscine hydrobromide: £450 per kg.
Hyoscyamine sulphate: £94.00 per kg in 100-g lots.
Hypophosphorous acid: (50-kg lots) Pure 50% £2.8865 kg; BPC 30% £2.2434.
Iron ammonium sulphate: 250-kg lots £0 27½ kg.
Iron and ammonium citrate: Granular £903; scales £990 metric ton.
Iron phosphate: 50-kg lots £553.80 metric ton.
Methadone hydrochloride: Subject to Misuse of Drugs Regulations, £1.33 per 5 g.
Narcotine: £25-kg lots alkaloid and hydrochloride £18.20 kg. Subject to Misuse of Drugs Regulations.
Nicotinamide: £4.35 kg; 50-kg lots £2.80 kg.
Nicotinic acid: £2.80 kg (50-kg lots).
Opiates: (£ per kg) in 1-kg lots; subject to Misuse of Drugs Regulations—Codeine alkaloid £240.40-£359.60 as to maker; hydrochloride £208.90; phosphate £183.40-£274. Diamorphine alkaloid £282.90; hydrochloride £258.60. Ethylmorphine hydrochloride £234.40-£349.60. Morphine alkaloid £264.70-£395; hydrochloride and sulphate £216.10-£323.
Pe'hidine hydrochloride: 10-kg lots £23.88 kg. Subject to Misuse of Drugs Regulations.
Pholcodine: 1-kg £240.90-£378 as to maker. Subject to Misuse of Drugs Regulations.
Phthalylsulphathiazole: 50-kg lots £1.60 kg.
Physostigmine: Salicylate £0.69 per g; sulphate £0.88 100-kg lots.
Pilocarpine: Hydrochloride £174.50 per kg; nitrate £169.50.
Potassium citrate: Granular £669 metric ton as to maker. Premium for powder £12.00.
Potassium hydroxide: Pellets BP 1963 in 50-kg lots £1.19 kg; sticks £4.31; technical flakes £0.4577.

Potassium phosphate: BPC 1949 in 50-kg lots, granular £1.6746 kg; powder £1.4744.
Pyridoxine: £18.70 kg; £17.70 kg in 5-g lots.
Quinalbarbitone: Base and sodium, 25-kg lots £10.34 kg.
Quinidine: In 25-kg lots £125 per kg.
Quinine: In 25-kg lots, per kg—alkaloid £89.55; bisulphate £75.30; dihydrochloride £88.50; hydrochloride £88.55; sulphate £84.55.
Riboflavin: (Per kg) £22.00; 5-kg lots £21.00; 25-kg £20.35.
Salicylic acid: BP, 5-ton lots £0.89 kg; 1-ton £0.92.
Sodium acid phosphate: BP crystals £0.9613 kg for 50-kg lots.
Sodium benzoate: BP in 500-kg lots £0.4269 kg.
Sodium bicarbonate: BP £61.33 per 1,000 kg minimum 8-metric ton lots delivered UK.
Sodium carbonate: Anhydrous £142 metric ton.
Sodium chloride: Vacuum dried in 10-ton lots £15.78 metric ton delivered London.
Sodium citrate: From £581 per metric ton as to maker. Premium for powder £12.00.
Sodium fluoride: BP keg in 50-kg lots £1.3071 kg.
Sodium gluconate: Technical £510 metric ton.
Sodium hydroxide: Pellets BP 1975 in 50-kg lots £0.78 kg; sticks (BP 1958), £2.92 for 50 kg.
Sodium nitrite: BPC 1963 50-kg lots £0.8415 kg.
Sodium perborate: (per 1,000 kg)—monohydrate £383; tetrahydrate £225.
Sodium percarbonate: £304 per metric ton.
Sodium sulphate: BP crystals per metric ton £84.60; commercial £31.00.
Sodium sulphite: Crystals £0.1486 per kg in 50-kg lots.
Sodium thiosulphate: Photo grade £114.70 metric ton; commercial £109.25.
Sodium pantothenate: £12.00 kg.
Strychnine: Alkaloid £60.00 per kg; sulphate and hydrochloride £45.00 kg—in 5-10 kg lots.
Succinyl sulphathiazole: £4.67 per kg in 50-kg lots.
Sulphamethizole: BP in 250-kg lots £5.91 kg.
Thiamine hydrochloride: Per kg £12.00; 5-kg £11.00; 25-kg £10.50.
L-Thyroxine: £1.25 per kg.
L-Tri-iodothyronine sodium: £2.50 per g.
Vitamin A: Acetate powder, 500,000 iu £9.40 kg for 5-kg lots; 1 miu £7.30 kg. Palmitate oil 1 miu £9.40 kg for 5-kg.
Vitamin D: Powder for tableting 850,000 iu per g £36.00 kg; £35.00 for 5-kg lots.
Zinc chloride: Granular 96.98 per cent £385 metric ton, delivered.

Crude drugs

Aloes: Cape £0.94 kg spot; £0.93, cif. Curacao £1.23 spot; £1.31, cif.
Benzoin: BP £64.00-£67.00 cwt spot; £58.00-£62.00, cif.
Cascar: £850 metric ton spot; £620, cif.
Cherry bark: Spot £550 metric ton; £540, cif.
Chillies: Mombasa £730 ton, cif nominal.
Cloves: Madagascar £2,550 per ton, cif.
Gentian: Root: £1.45 kg spot; £1.35 kg, cif.
Ginger: (ton, cif) Cochin £580; Jamaican spot cleared. Nigerian split £490, peeled £590. Sierra Leone cleared.
Hydrastis: £7.30 spot; £7.10, cif.
Ipecacuanha: (kg) Costa Rica £3.35 spot; £3.25, cif. Colombian £5.30; £5.15, cif.
Lemon peel: Unextracted £980 metric ton spot; £960, cif.
Pepper: (ton) Sarawak black £800 spot; £735, cif; white £1,015; £935, cif.
Podophyllum: Root £600 metric ton spot nominal; £600, cif.
Senega: Canadian £11.70 kg spot; £11.20, cif.
Syrax: £2.80 kg spot; shipment £2.75, cif.
Valerian: Indian root £680 metric ton spot; shipment £640, cif.

Essential and expressed oils

Almond: Sweet in drum-lots £1.20 kg.
Anise: £17.00 kg spot; £16.00, cif.
Buchu: English distilled £255 kg; South African £150.
Cinnamon: Ceylon leaf £2.20 kg spot; £1.90, cif.
Clove: Madagascar leaf unobtainable on spot; £2.00 kg, cif.
Citronella: Ceylon £1.30 kg spot; £1.07, cif. Java £1.40, cif.
Eucalyptus: Chinese 80-85 per cent £1.75 kg spot; £1.45, cif. Spanish/Portuguese £1.70 spot.
Lavender spike: £10.00-£11.00 kg spot.
Lavandin: About £5.00 kg.
Lavender: French £19.50 kg spot.
Lemon: Sicilian best grades from £7.00 kg.
Lemongrass: Spot £4.00 kg; £3.55, cif.
Lime: West Indian from £9.50 kg spot.
Mandarin: £6.00 kg.
Nutmeg: (per kg) English distilled from West Indian £20.00-£21.50; from East Indian £15.50-£16.00.
Olive: Spot ex wharf, Spanish £1,150 per metric ton in 200-kg drums; Mediterranean origin £1,140.
Palmarosa: Brazilian spot £7.50 kg.
Patchouli: £4.50 kg spot and cif.
Peltigrain: £4.00 kg spot.
Sandalwood: Mysore £30.00 spot; £28.00, cif.
Thyme: Red 68/70 per cent £10.80-£11.50 kg as to quality.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

Coming events

Monday, January 12

Harrow Branch, Pharmaceutical Society, Hillingdon Hospital, at 7.40 pm. Dr H. I. Hershon on "Alcoholism".

Nottingham Branch, Pharmaceutical Society, Postgraduate medical centre, Nottingham City Hospital, at 8 pm. Mr R. W. Blamey (consultant surgeon, Nottingham City Hospital) on "Transplantation of tissues and organs".

Plymouth Branch, Pharmaceutical Society, Board room, Greenbank Hospital, at 8 pm. Discussion on resolutions and current topics.

Tuesday, January 13

Barking and Havering and Chelmsford Branches, Pharmaceutical Society, May & Baker Research Institute buildings, Dagenham, at 7.15 pm. "The increasing problem of allergic disorders."

Galen Group, Friends' Meeting House, Park Lane, Croydon, at 8 pm. "A literary talk" by Mr R. Mason, BA.

Leicester and Leicestershire Branch, Pharmaceutical Society, Postgraduate medical centre, Royal Infirmary, Leicester, at 8 pm. Mr M. Clarke on "Planning for health".

Liverpool Branch, Pharmaceutical Society, Adelphi, at 8 pm. "Probation and the alternatives to prison".

London Branch, Guild of Hospital Pharmacists, The auditorium, Wellcome Building, Euston Road, London NW1, at 7.30 pm. Professor G. C. Jenkins (professor of haematology, London Hospital Medical College) on "Combined chemotherapy of leukaemia".

Wednesday, January 14

Ayrshire Branch, Pharmaceutical Society, Loudoun Arms Hotel, Mauchline, Burns supper.

Barnet Branch, Pharmaceutical Society, Barnet postgraduate medical centre at 8 pm. Dr Felicity Reynolds (St Thomas's Hospital Medical School) on "Aspects of cardiac therapy".

Crawley, Horsham and Reigate Branch, Pharmaceutical Society, Medical centre, Redhill General Hospital, at 7.30 pm. Dr Hazel M. Hinchley on "Prostaglandins—clinical applications".

Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, London WC1 at 7 pm. Mr A. G. Bennet (department of ophthalmic optics and visual science, The City University) and Dr D. J. G. Davies (school of pharmacy and pharmacology, University of Bath) on "Contact lenses and contact lens solutions".

Scottish Department, Pharmaceutical Society, 36 York Place, Edinburgh, at 7.45 pm. Dr R. J. McBride (senior lecturer in pharmaceuticals, Heriot-Watt University) on "Contact lens solutions".

Sheffield Branch, Pharmaceutical Society, Royal Victoria Hotel, Sheffield, at 8 pm. Speaker Mrs J. M. Gilbert (a member of Council).

West Metropolitan Branch, Pharmaceutical Society, Great Western Royal Hotel, Paddington Station, London W2, at 7.15 pm. NPU meeting. Mr D. Sharpe (a member of Council and NPU Executive) on "Current and future problems at Bloomsbury Square and Southgate".

Worthing Branch, Pharmaceutical Society, Beach Hotel, Marine Parade, Worthing, at 8 pm. Mr S. Bium and Mr M. Leaman on "The general practice section of ASTMS".

Thursday, January 15

Bath Branches, National Pharmaceutical Union, and Pharmaceutical Society, School of pharmacy and pharmacology, University of Bath, Claverton Down, at 8 pm. Speaker Mr T. P. Astill (deputy secretary, NPU).

Bradford and Halifax Branch, National Pharmaceutical Union, Victoria Hotel, Bridge Street, Bradford, at 8 pm. Mr C. A. Morris-Cox (sales manager, ICML) and Mr T. Dallas (McCann Erikson) on "Planning of a local advertising campaign at no cost to you."

Dundee and Eastern Scottish Branch, Pharmaceutical Society, Medical school, Ninewells Hospital, at 7.30 pm. Mr R. S. Morrison (vice-chairman, Scottish Executive) on "Oriental tour and pharmacy in the orient" (open meeting).

Harrogate Branch, Pharmaceutical Society, Visit to Harrogate Theatre pantomime followed by buffet supper.

Lancaster, Morecambe Branch, Pharmaceutical Society, Postgraduate medical centre, Ashton Road, Lancaster, at 8 pm. Dr J. A. Smith on "Biological clocks—what makes them tick?"

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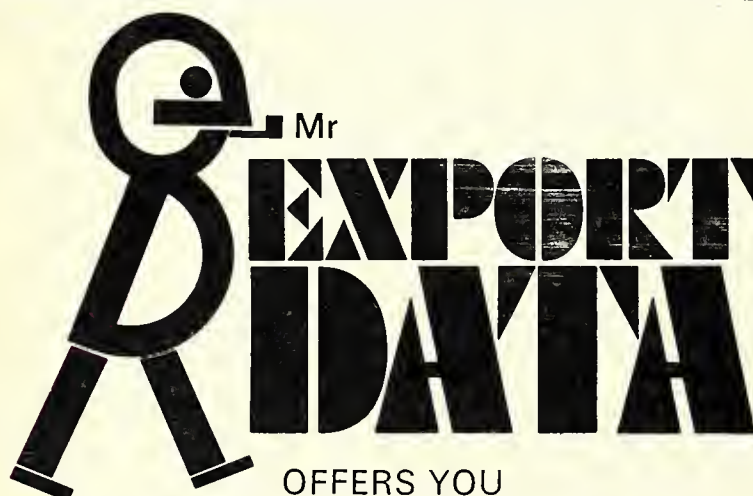
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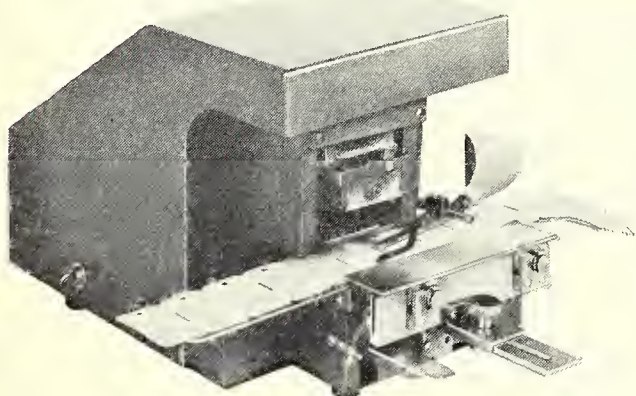
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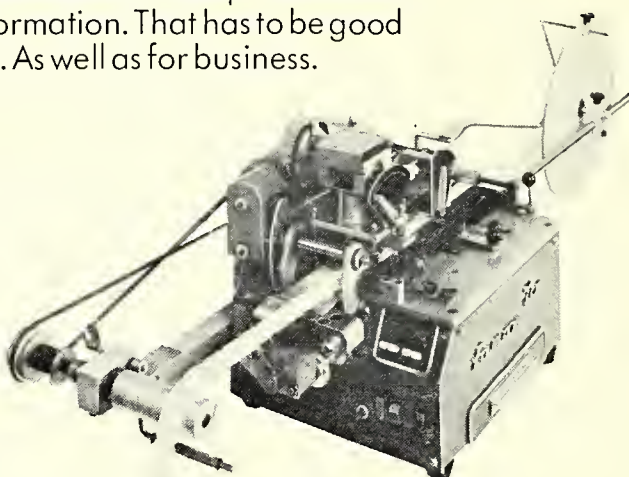
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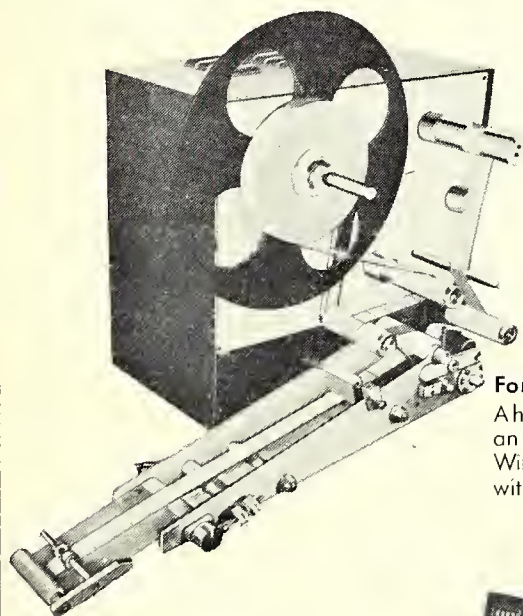
Kimco Gorment Ticket System

Will print a wide variety of tags and tickets, with control stubs if required, in strips or fan fold. Fast, simple to use and more economical than any competitive machine.



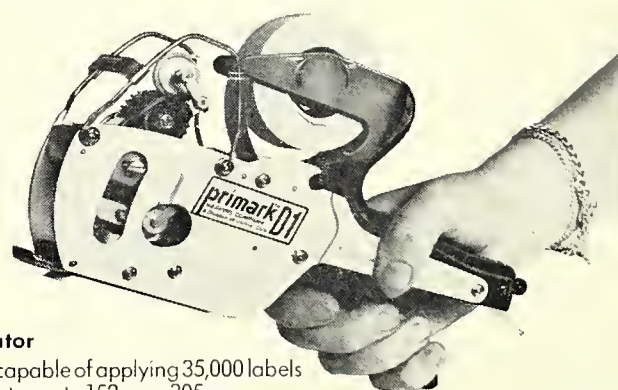
Fomox 11n Reel Printer

A superbly efficient high speed label printer with adjustable knife for varying lengths of tickets and labels.

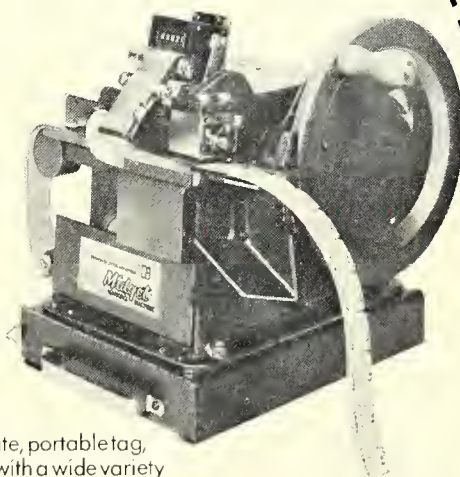


Fomox Electronic Label Applicator

A high speed, precision applicator capable of applying 35,000 labels an hour. Label size from 6mm diameter up to 152mm x 305mm. Will interface with conveyor or purpose built systems and can cope with recessed, contoured, hard or soft products.



Labelling Guns for all Purposes



Kimball Midget Marker

An economical, simple to operate, portable tag, ticket and label printer to cope with a wide variety of labelling applications.

To Kimball Systems Ltd., Litton House,
27 Goswell Road, London EC1M7AL.
Tel: 01-253 1800.

CD10/1

Please send me further information on

- | | |
|---|---|
| <input type="checkbox"/> Kimco | <input type="checkbox"/> Fomox Electronic |
| <input type="checkbox"/> Fomox 11N | <input type="checkbox"/> Labelling Guns |
| <input type="checkbox"/> Kimball Midget | |

Name _____

Position _____

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